

FIG. 1A

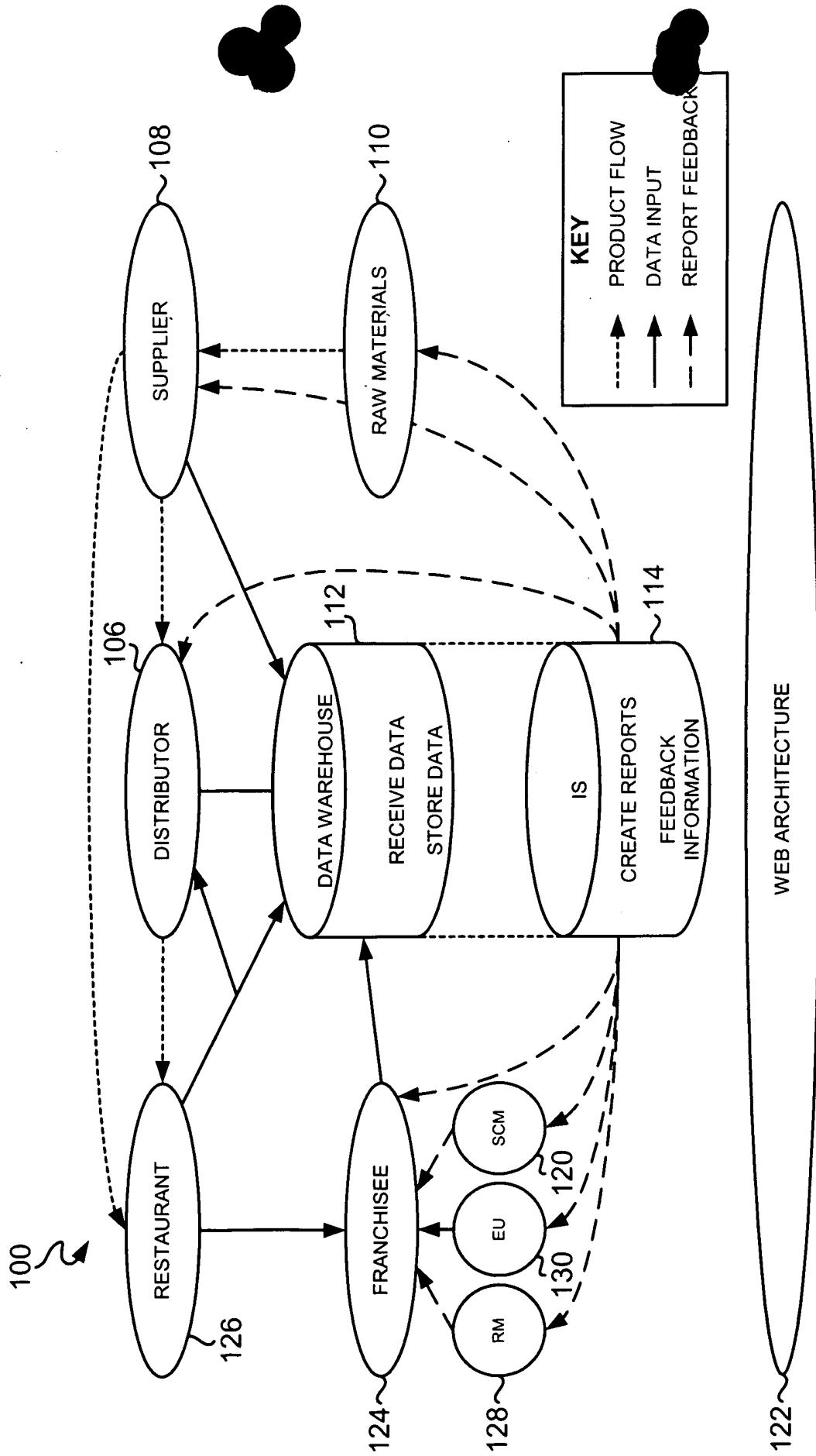


FIG. 1B

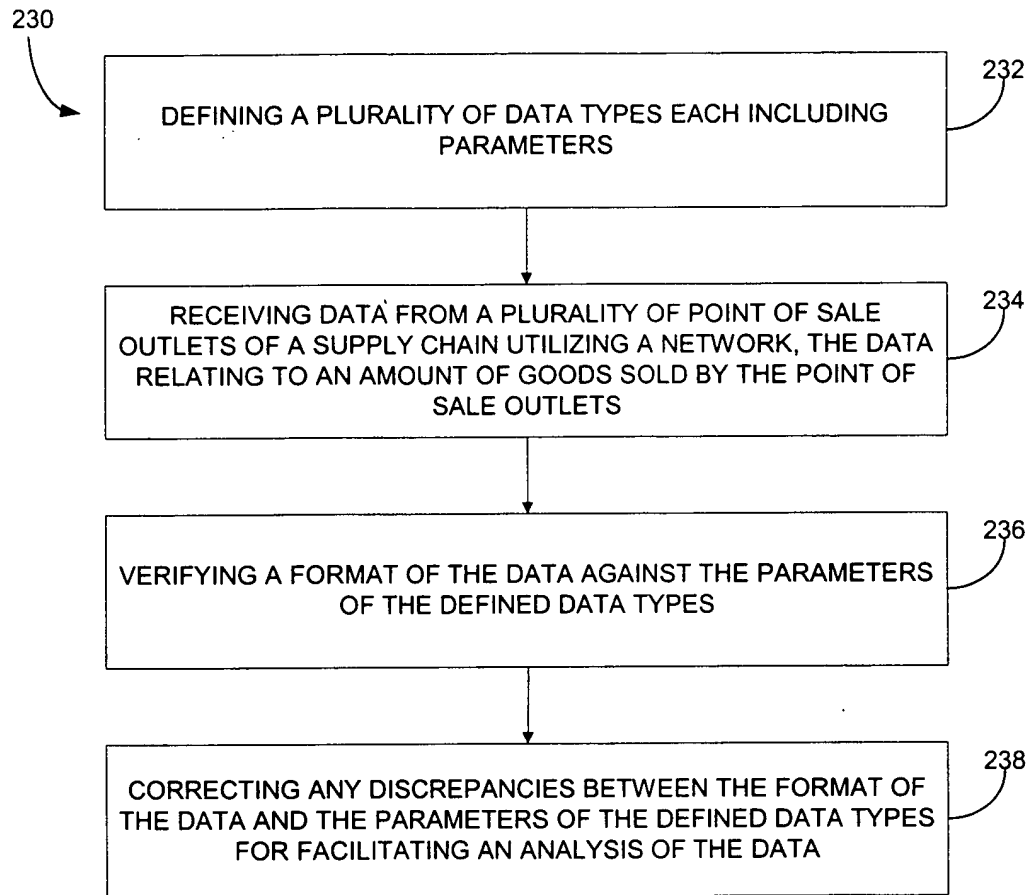


FIG. 2

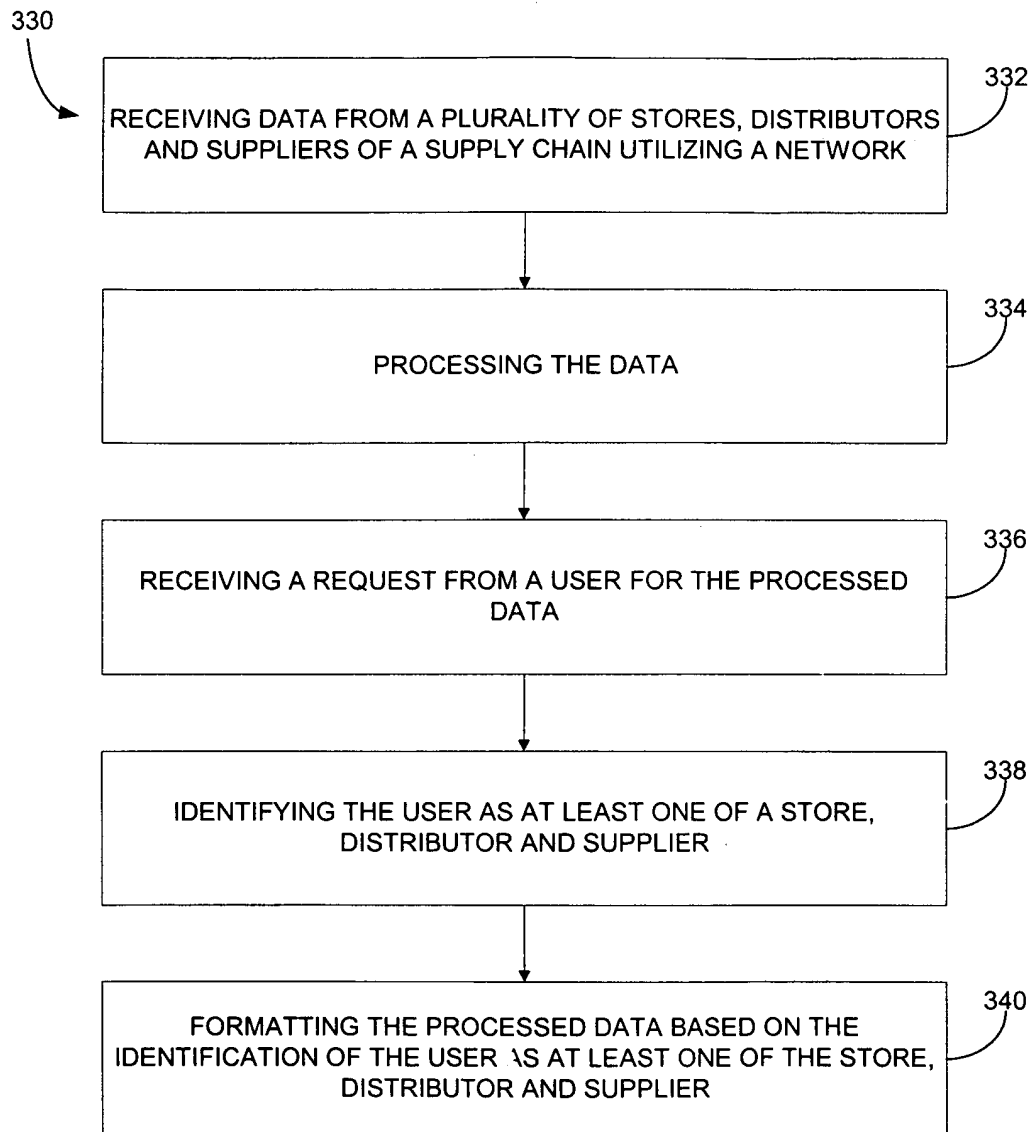


FIG. 3

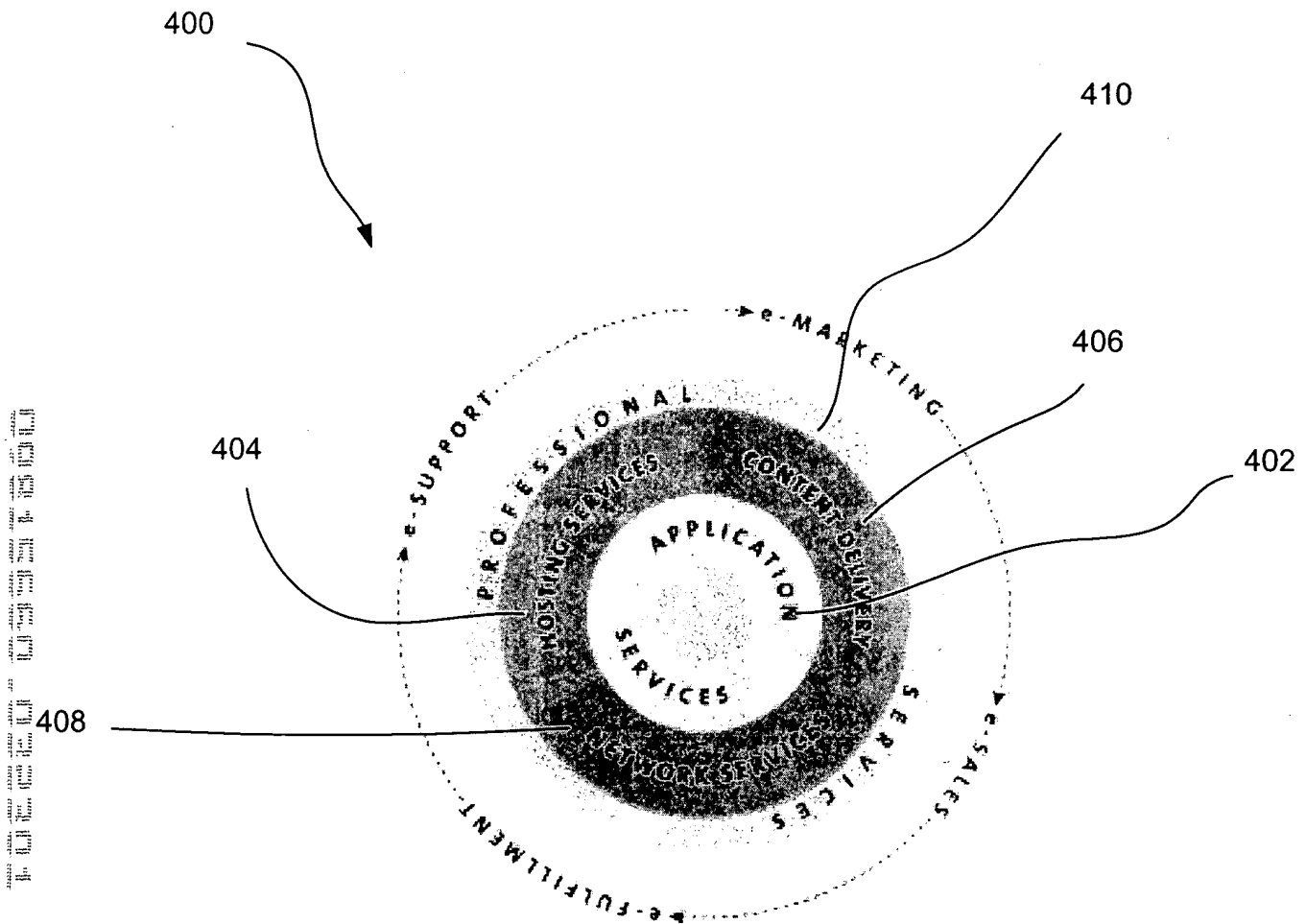


Fig. 4

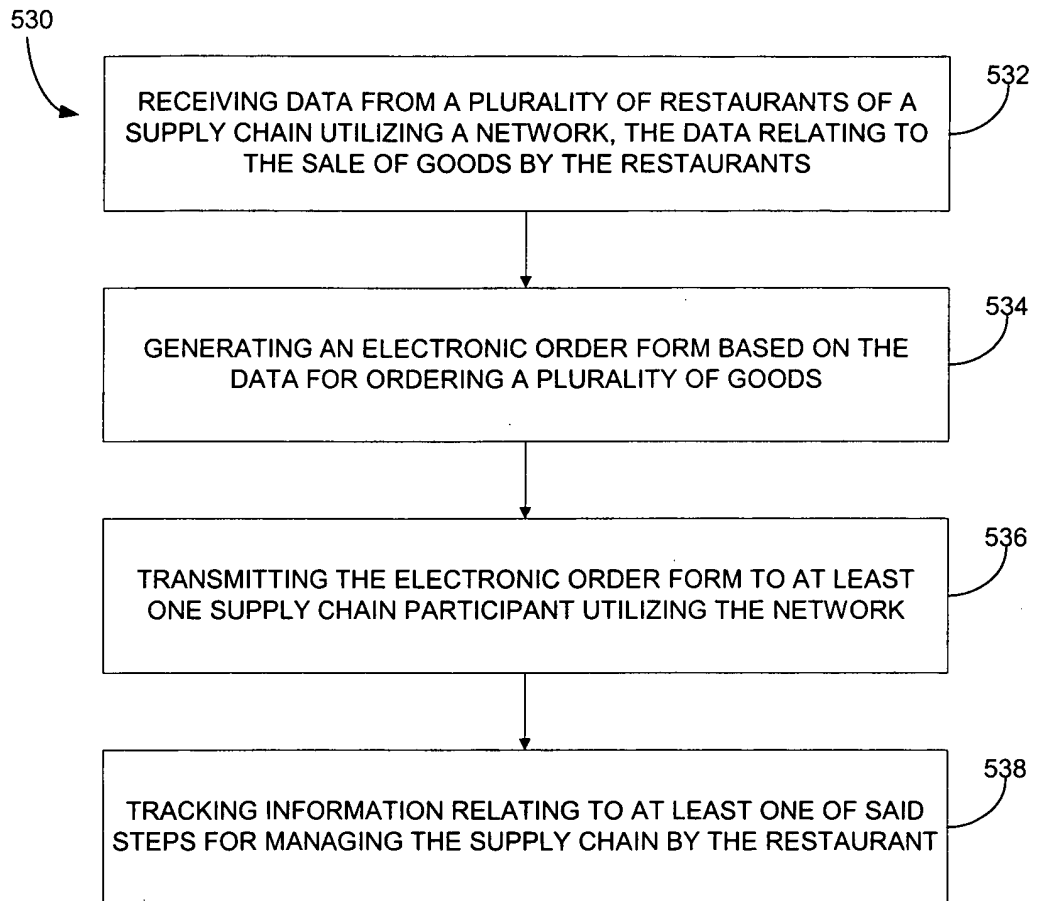


FIG. 5

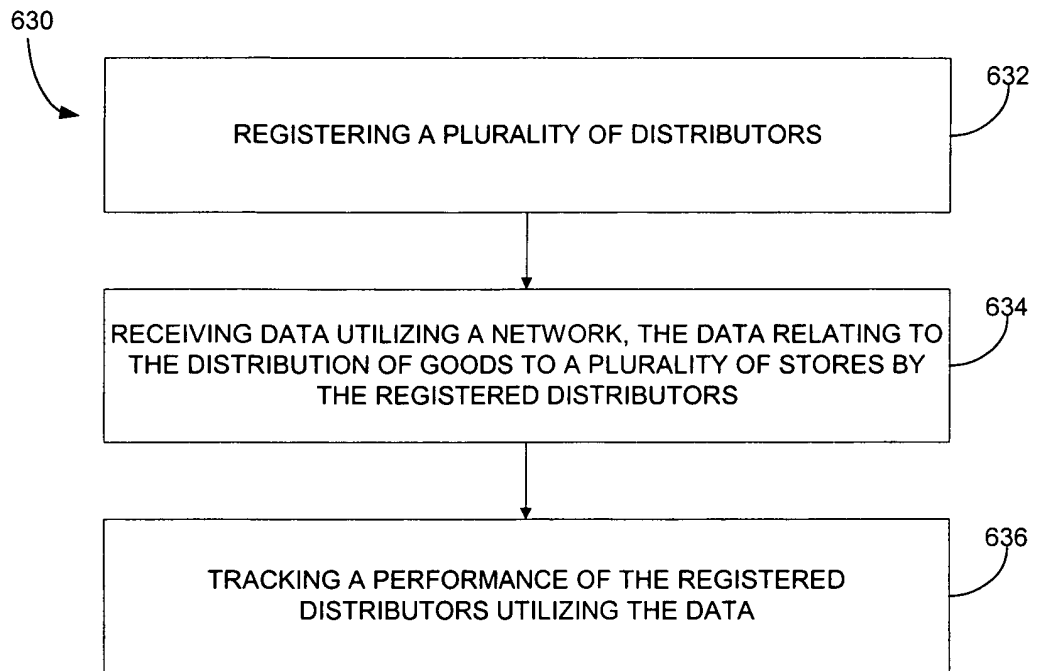


FIG. 6

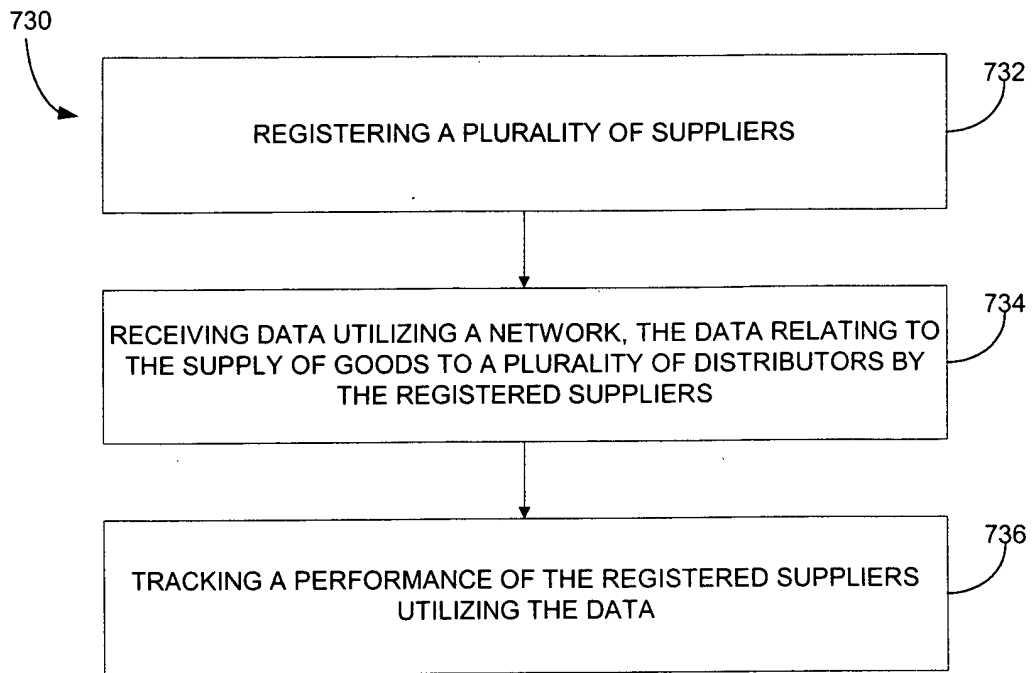


FIG. 7

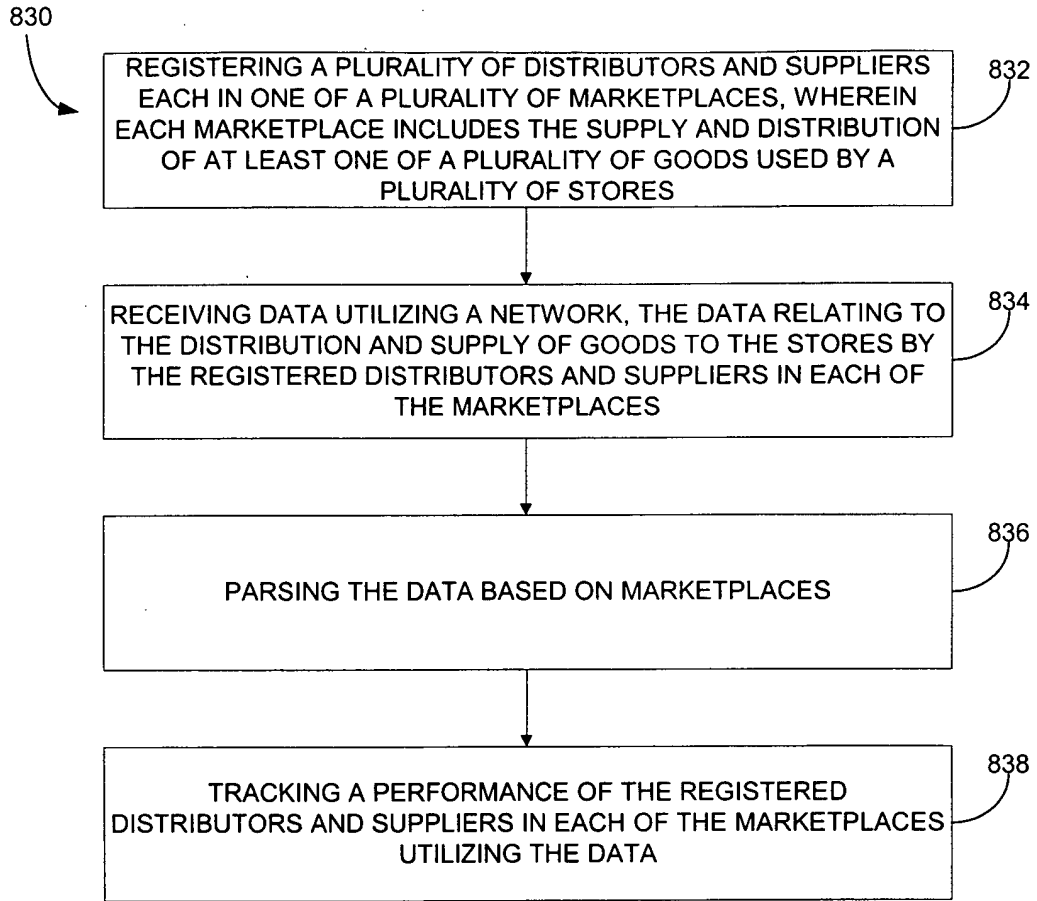


FIG. 8

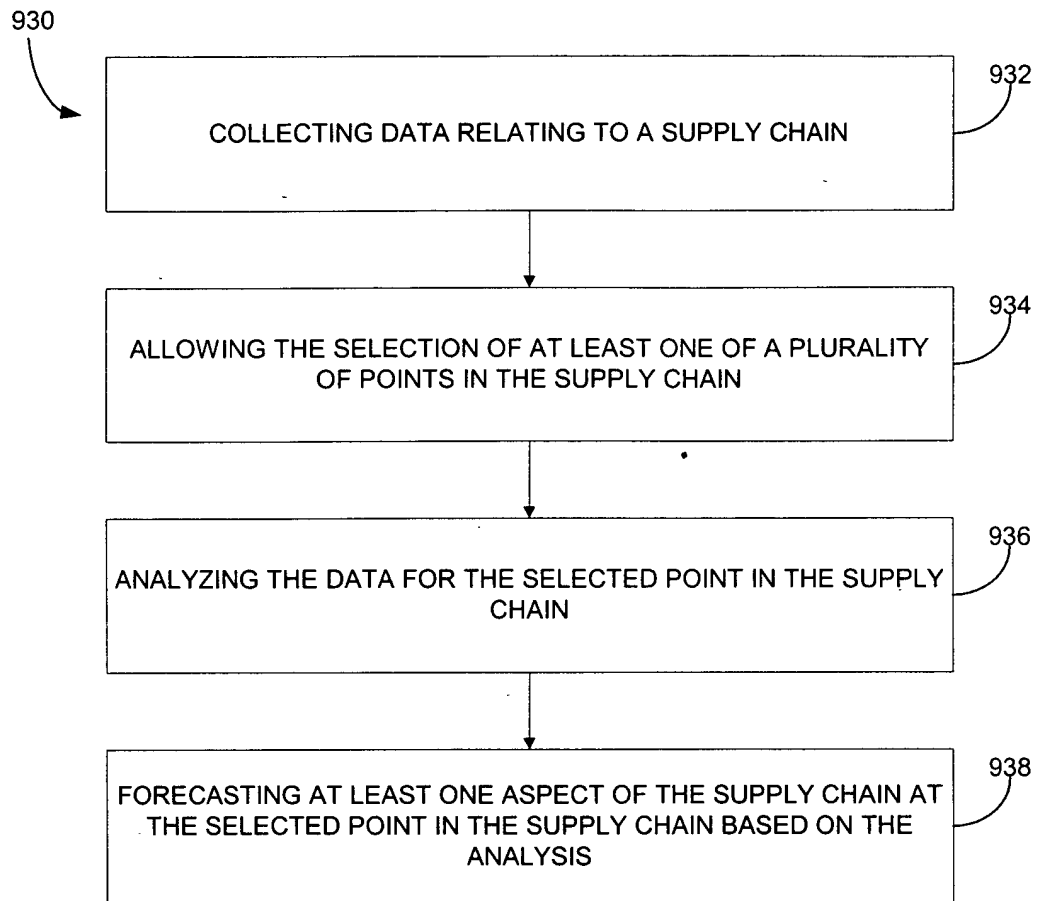


FIG. 9

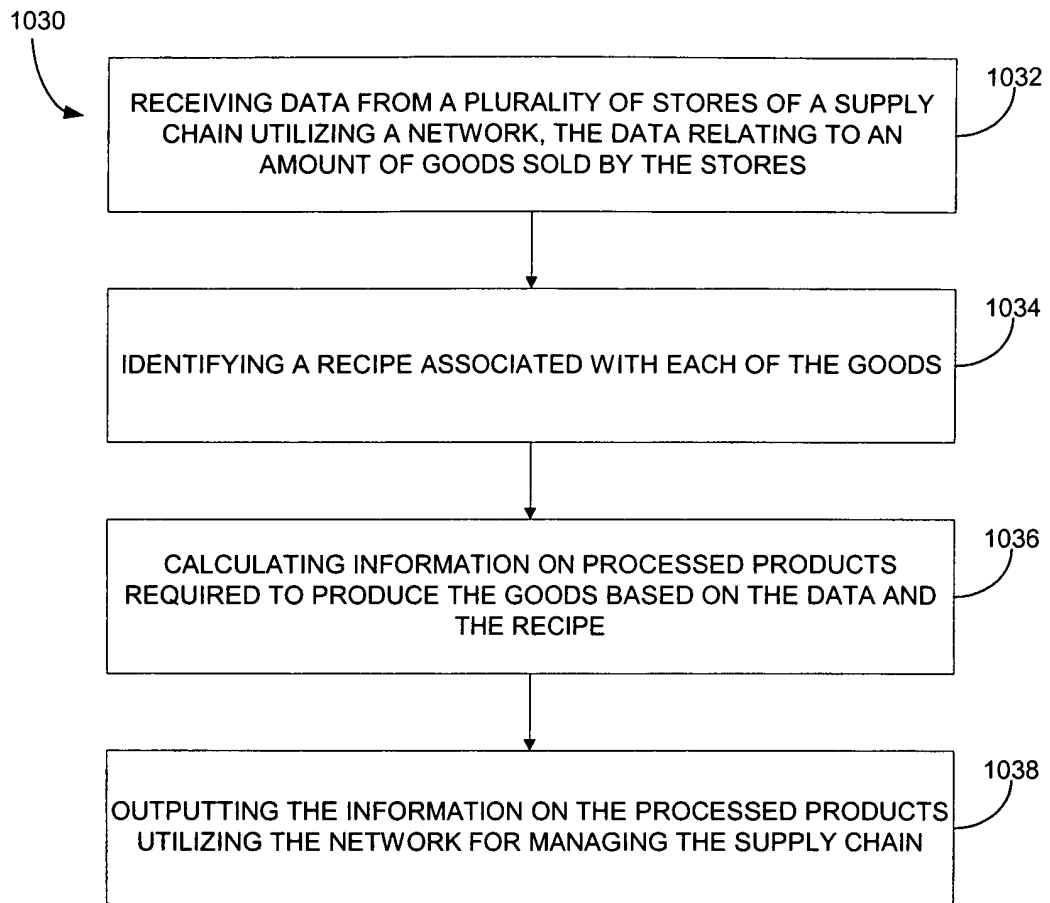


FIG. 10

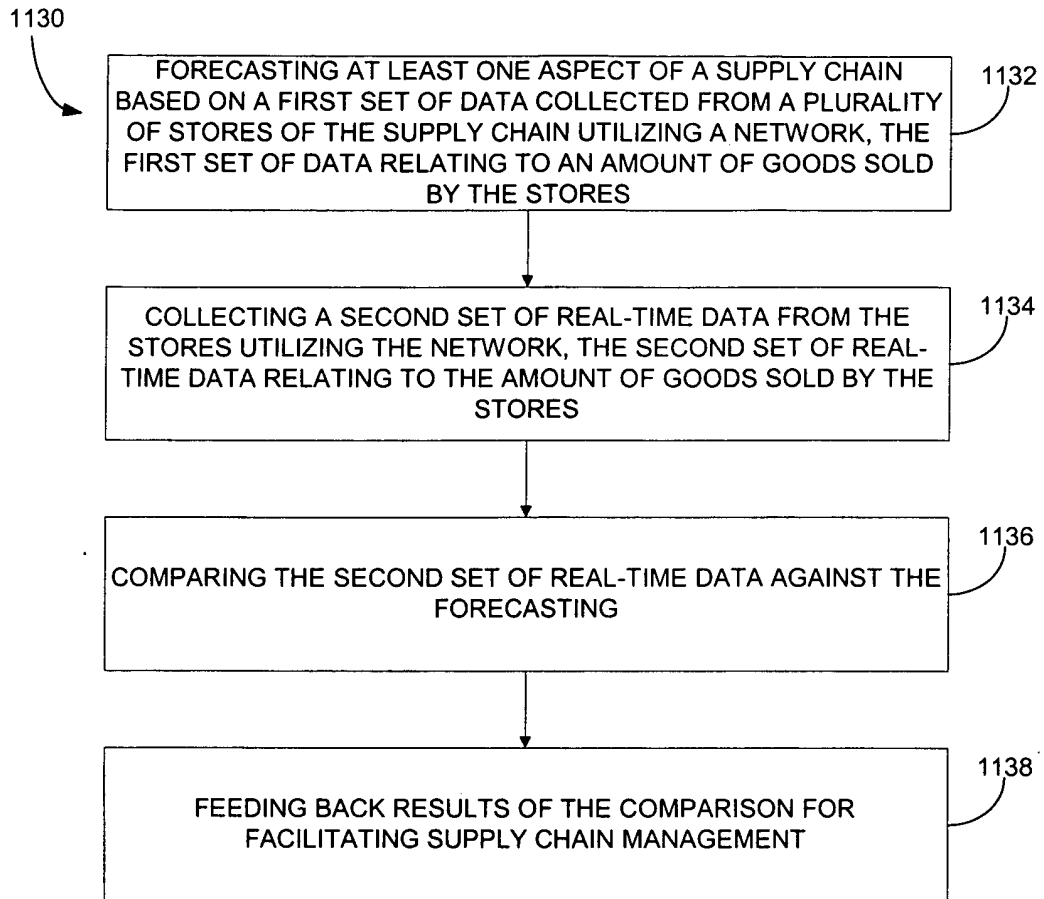


FIG. 11

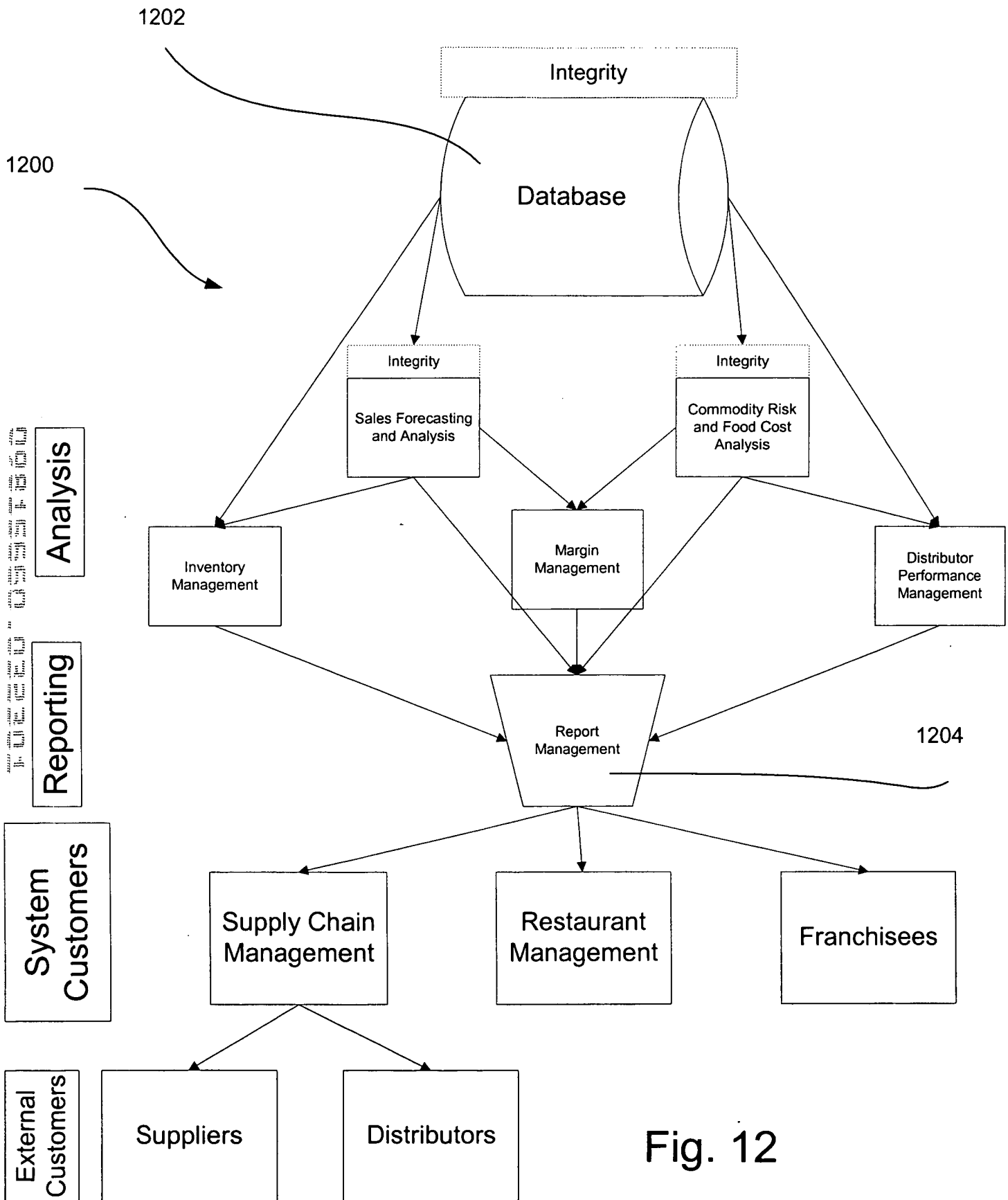


Fig. 12

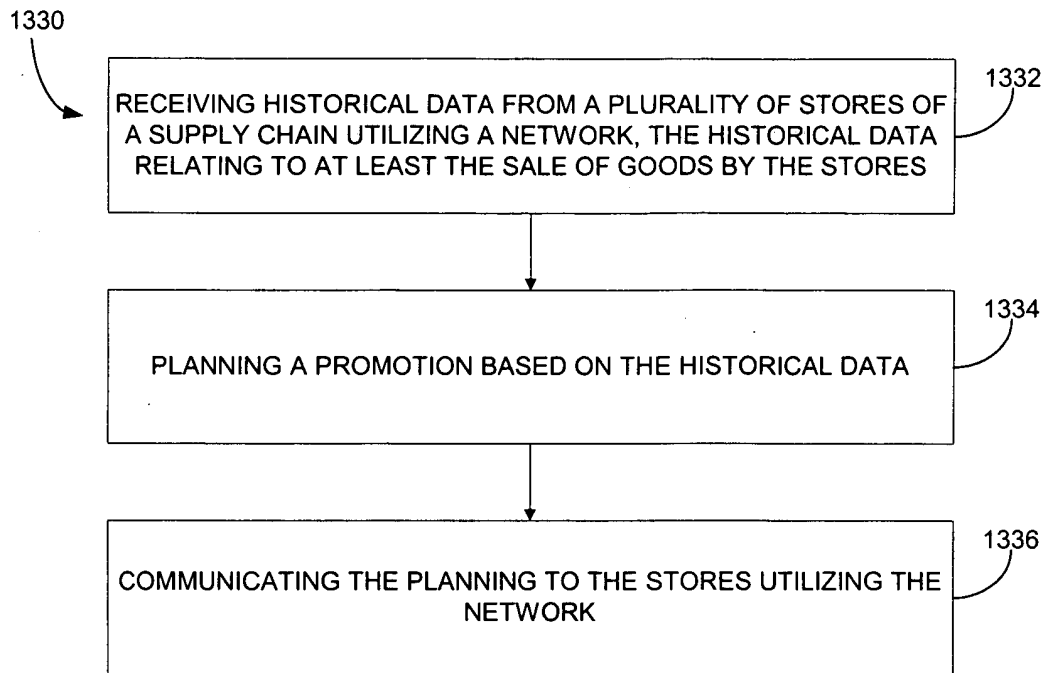


FIG. 13

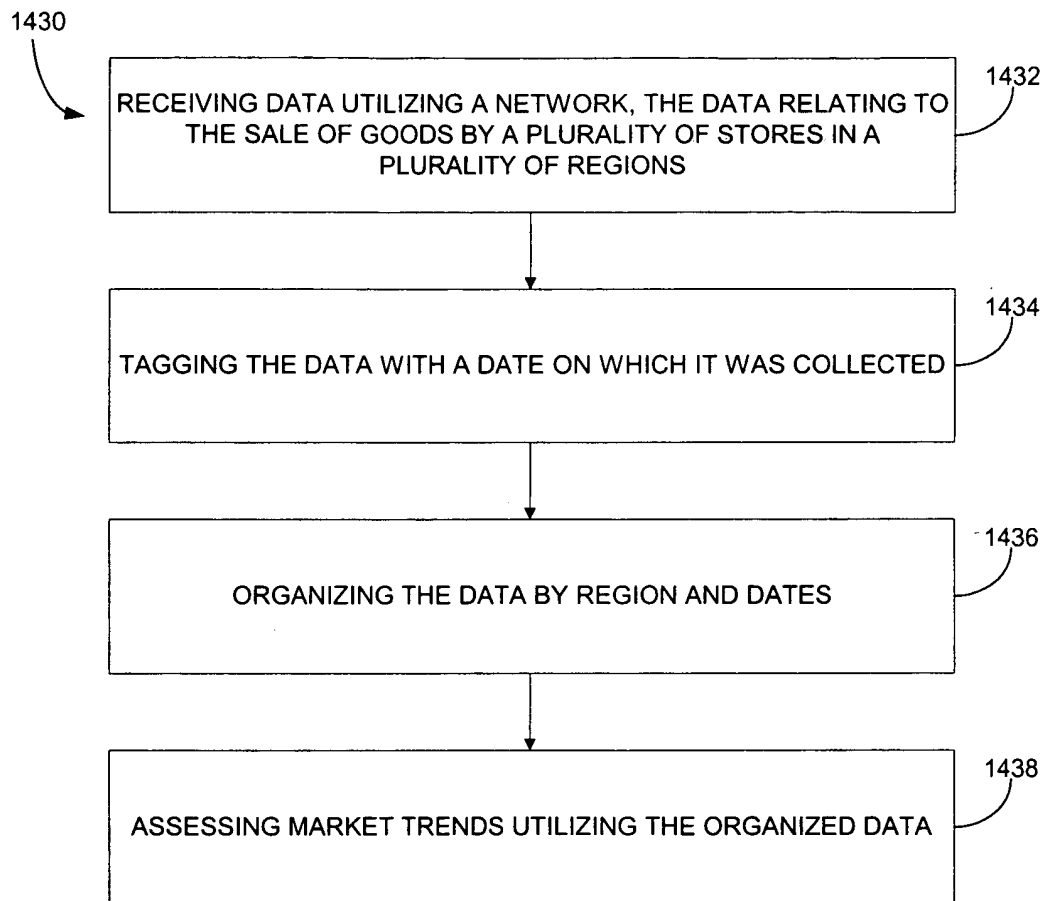


FIG. 14

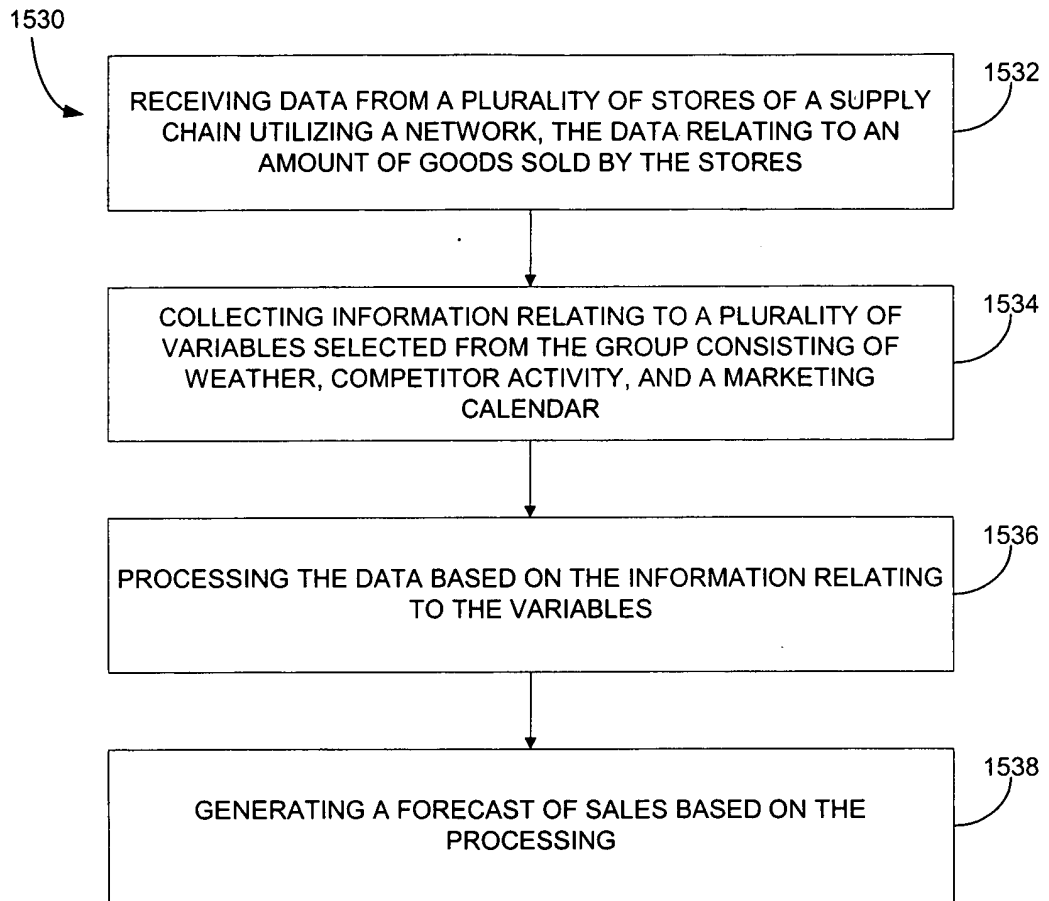


FIG. 15

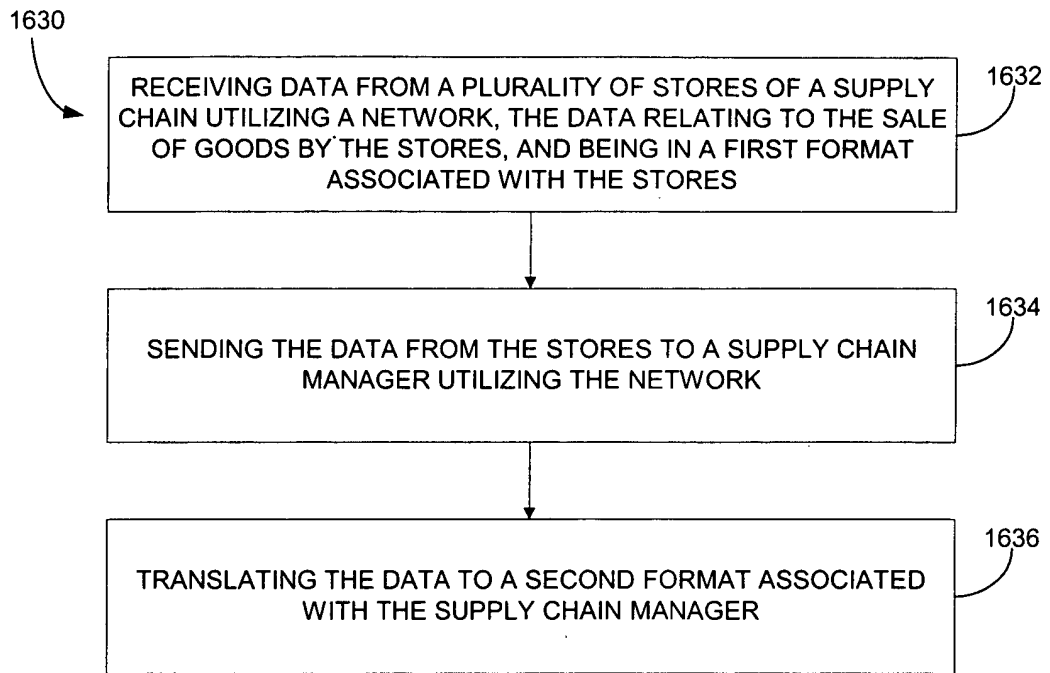


FIG. 16

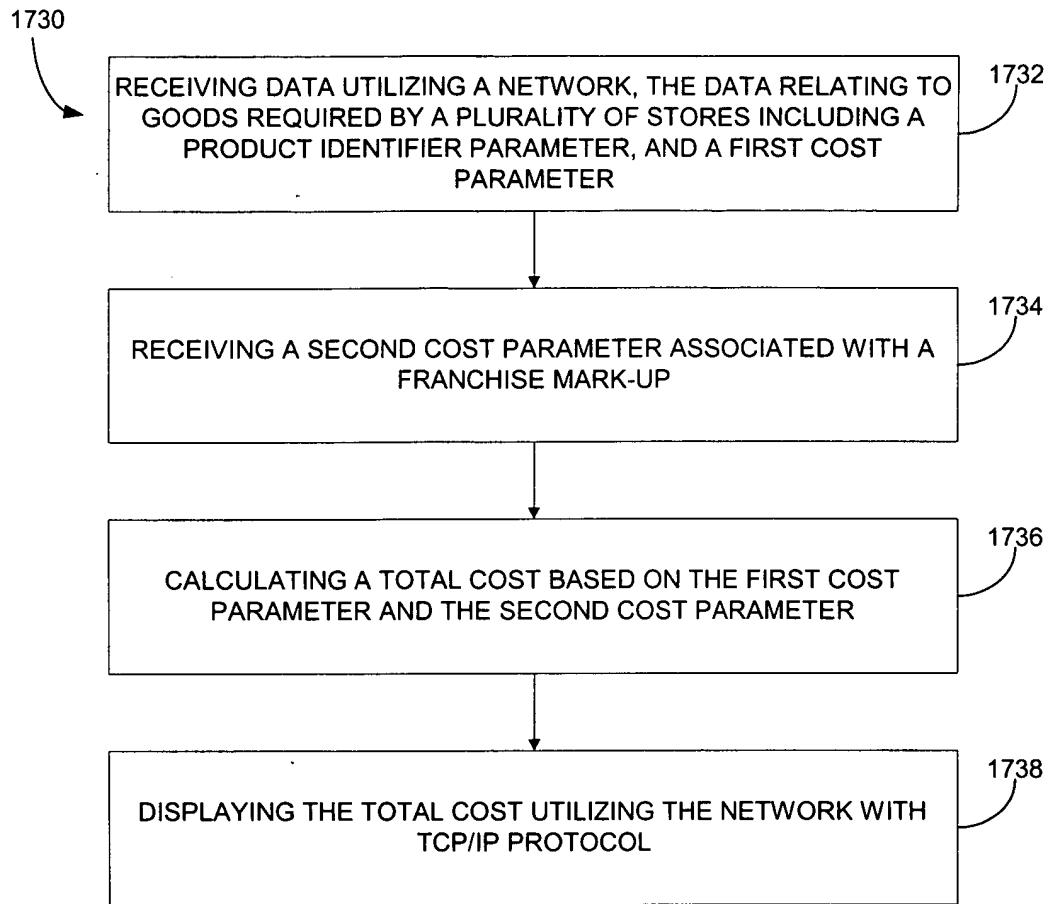


FIG. 17

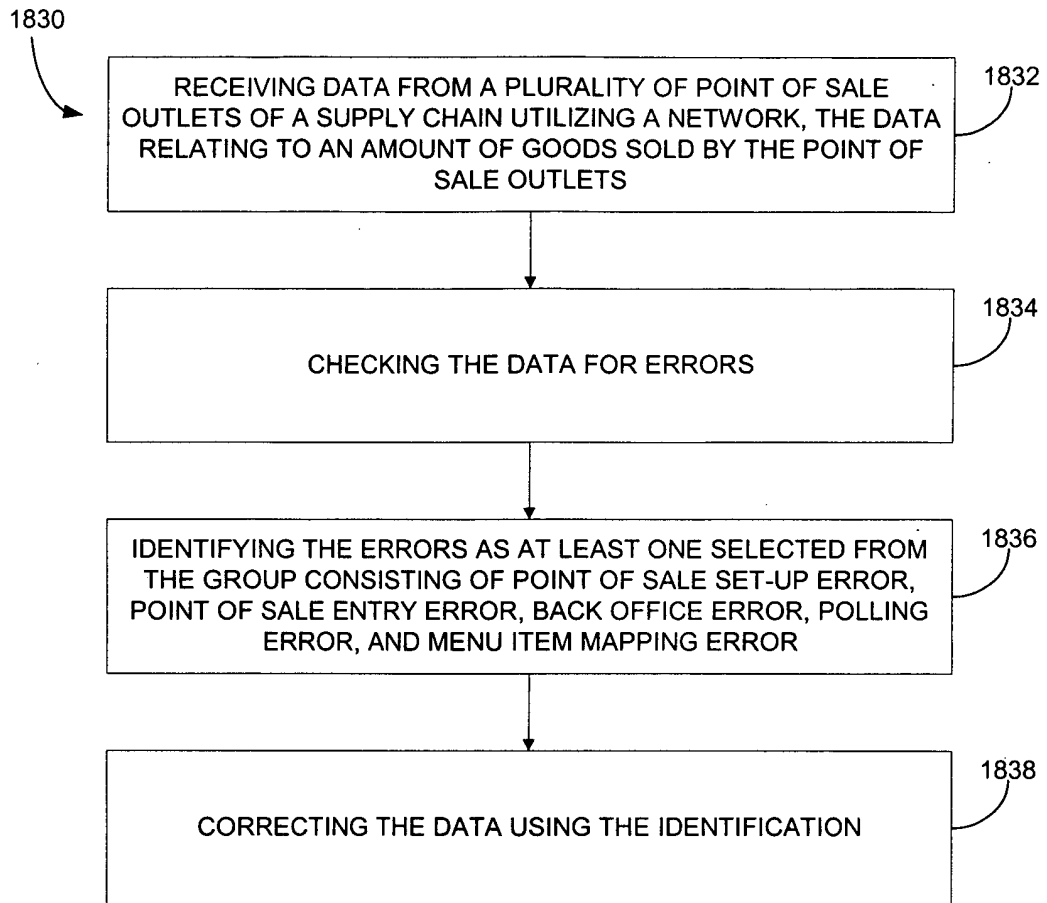


FIG. 18

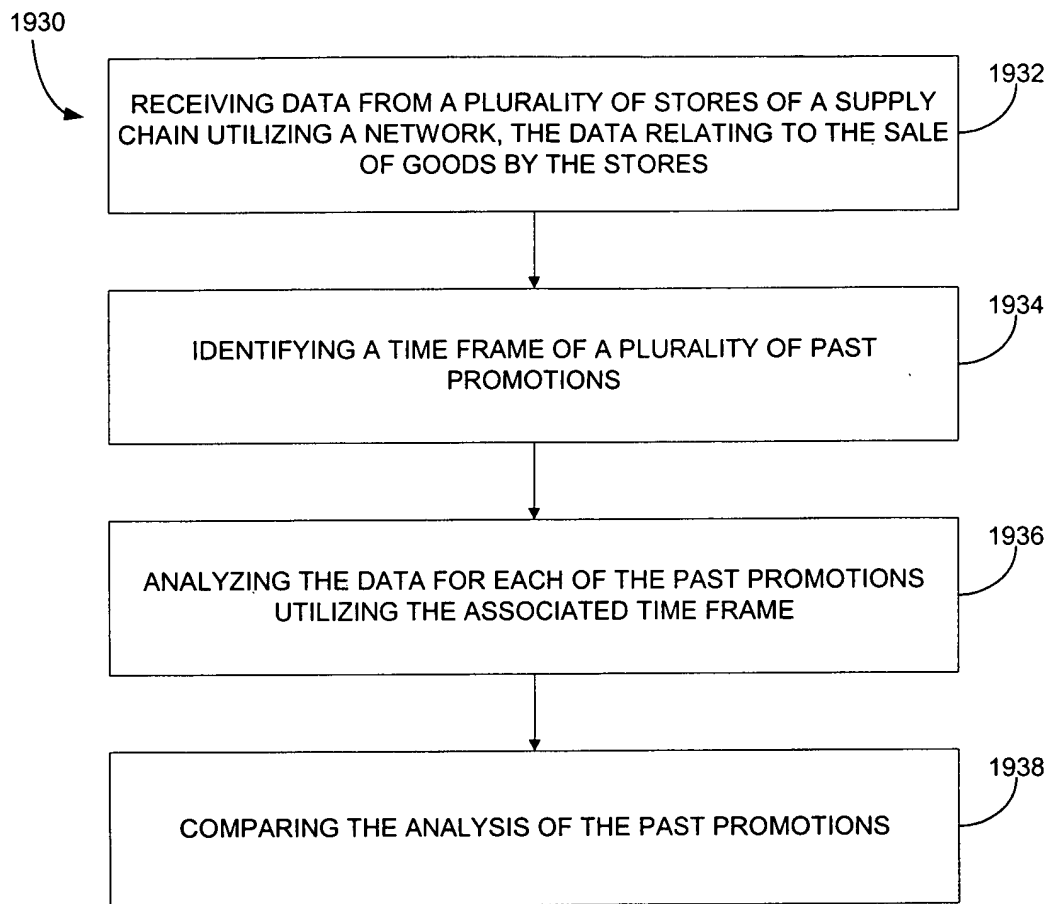


FIG. 19

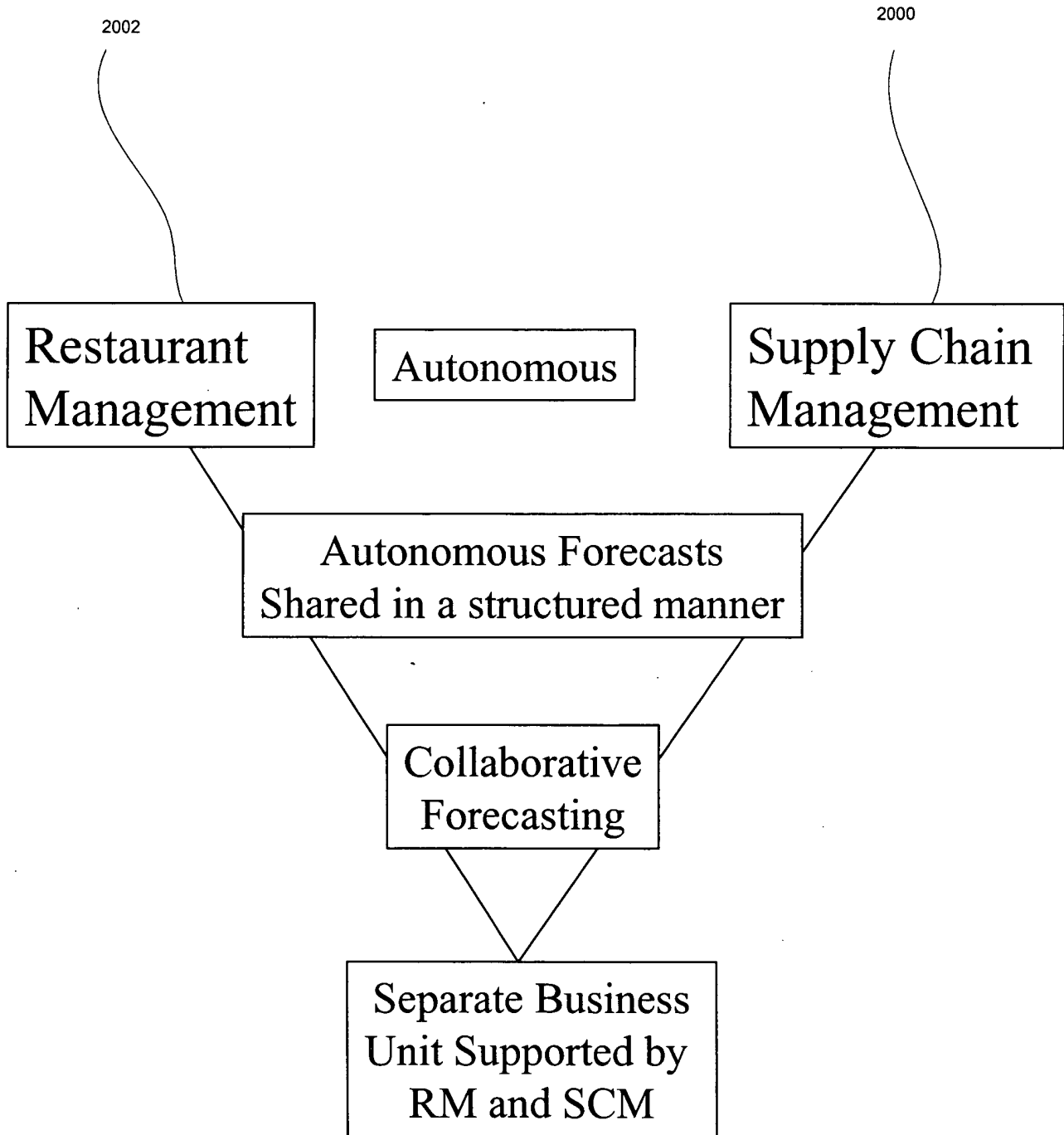


Fig. 20

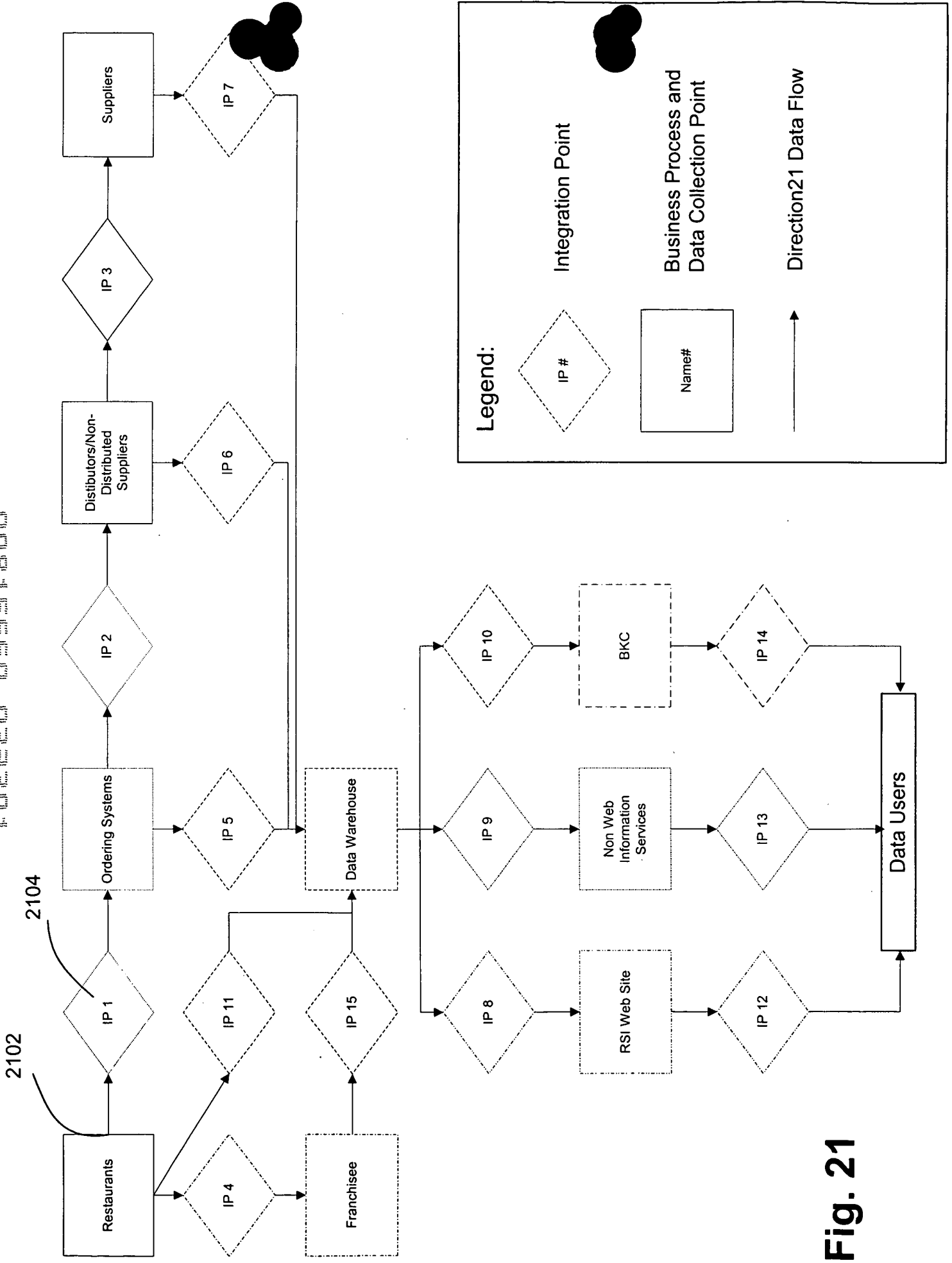


Fig. 21

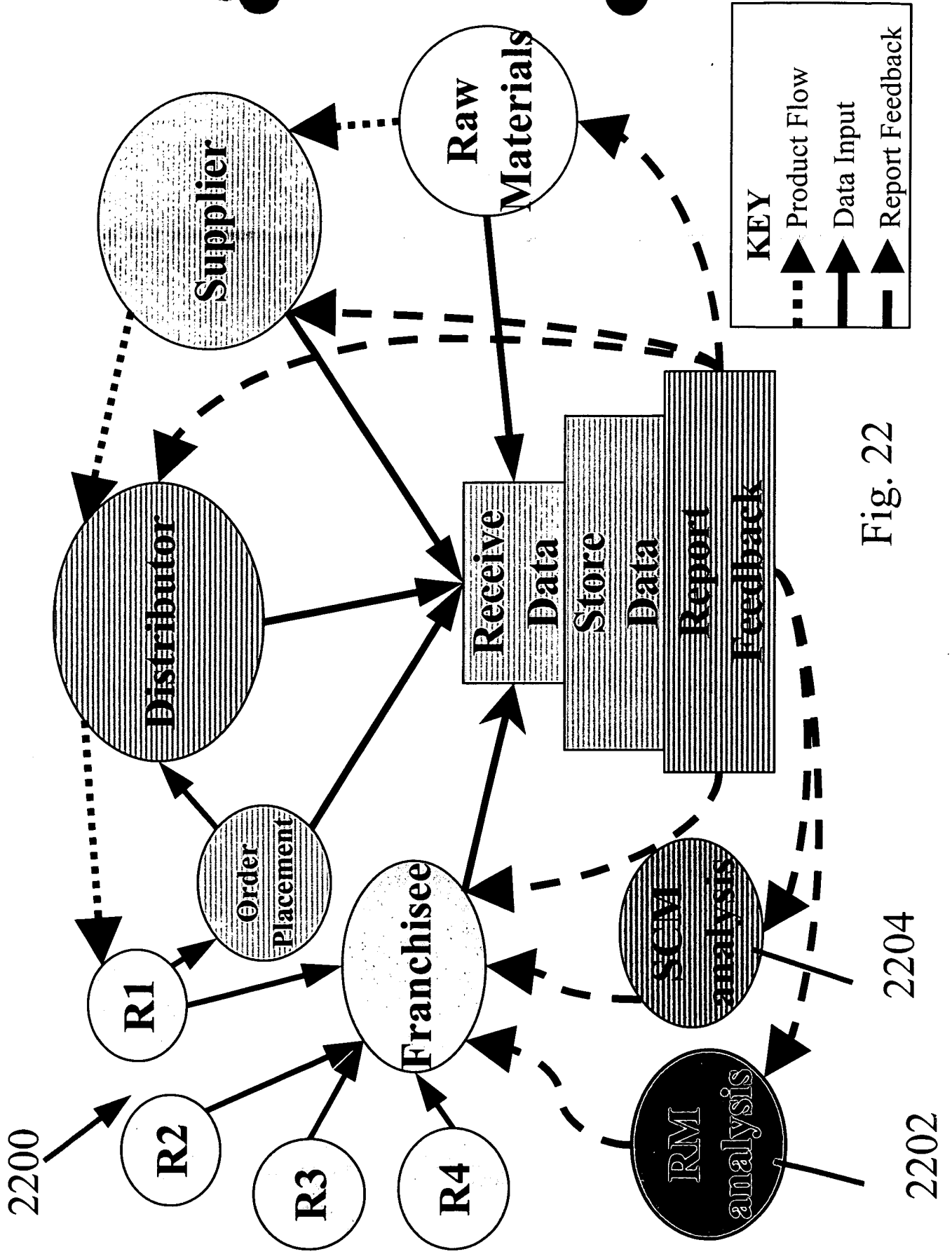


Fig. 22

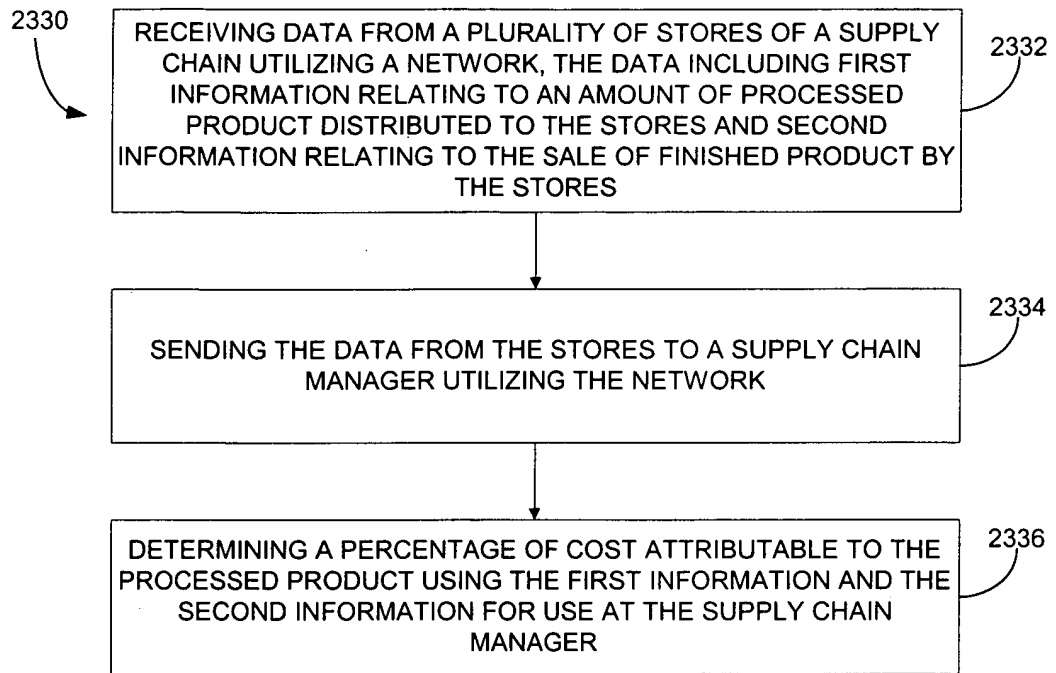


FIG. 23

FIG. 24

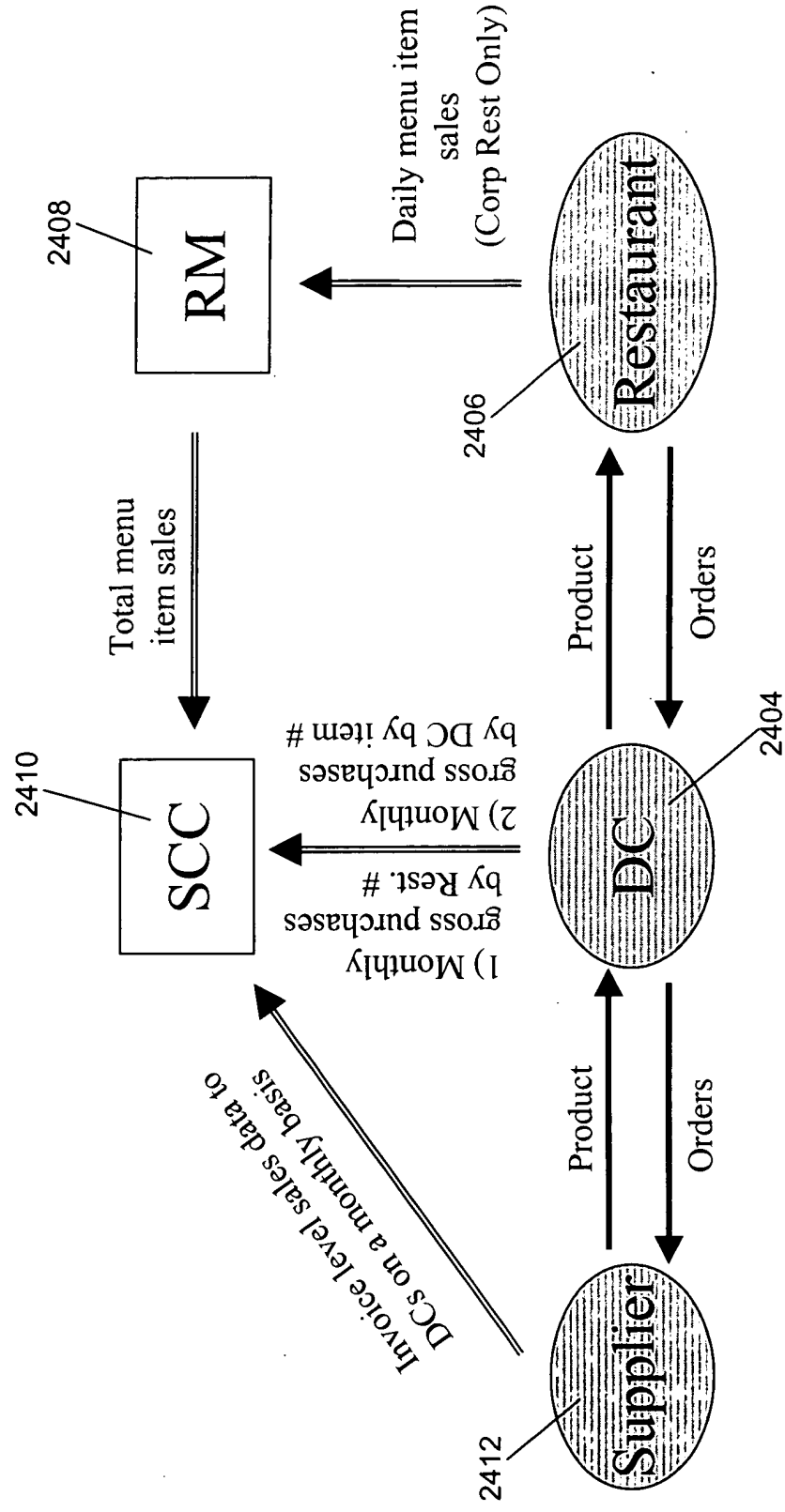


FIG. 25

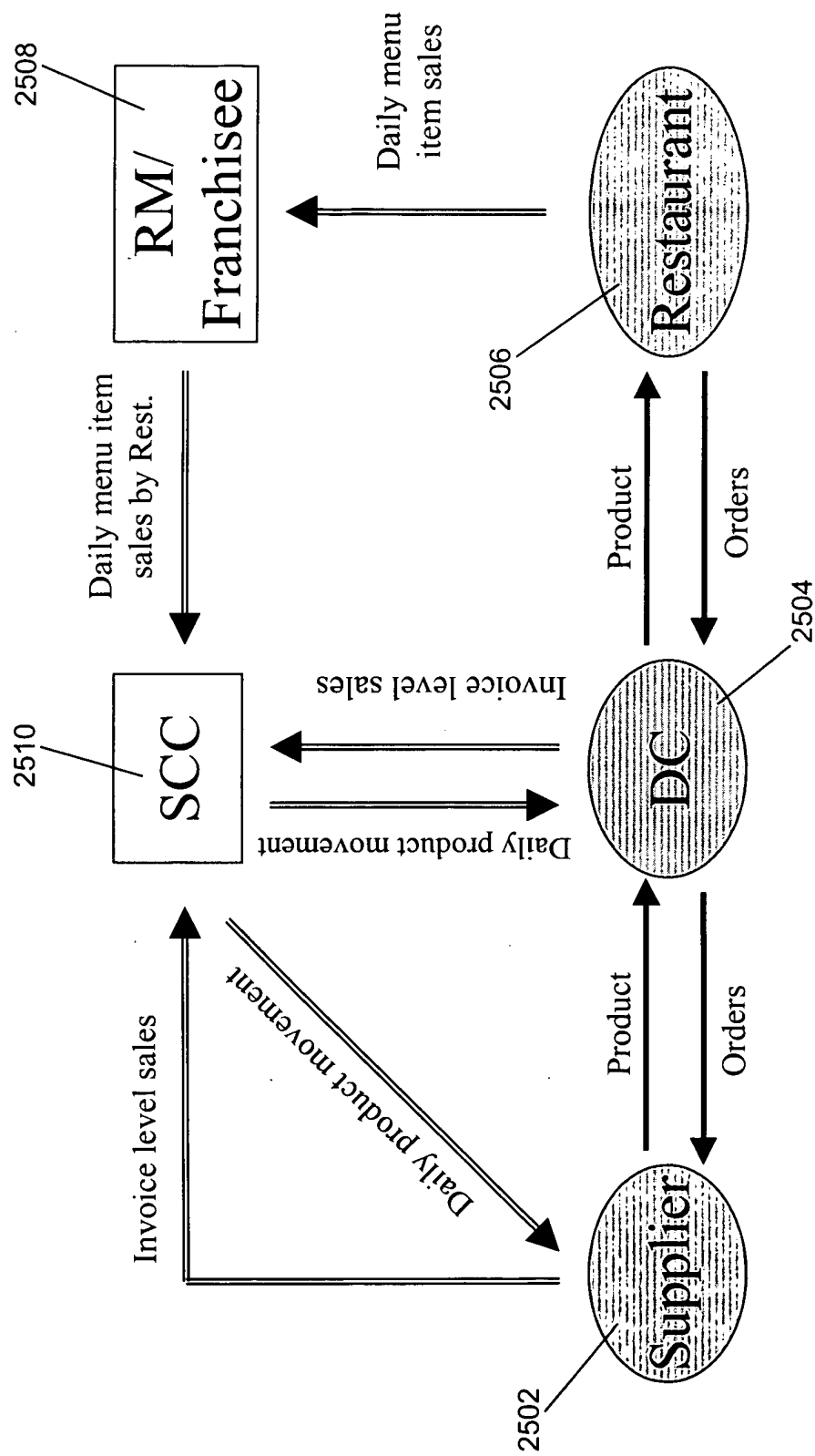


FIG. 26

2600

2602

2604

FIG. 20

Sales Forecast Worksheet - System

Week	History								Forecast							
	Q1	Q2	W-6	W-5	W-4	W-3	W-2	W-1	W+1	W+2	W+3	W+4	W+5	W+6	Q3	Q4
GRP's																
Nin'l Marketing Theme																
Advertising Score																
Local Considerations																
Competition Index																
Weather Index																
Seasonality Index																
Sales History/Forecast Total (\$/store)																
Key Products by Menu Item (units/day/store)																
WHOPPERS	437	327	203	207	193	234	297	282	300	344	358	394	413	409	284	327
WHOPPERS W/CHEESE	208	172	143	140	135	155	196	172	163	172	179	196	206	204	143	164
YWVM WHOPPERS	805	723	701	692	623	760	921	829	900	943	829	912	958	948	707	813
etc.....																
Key Products by Inventory Item (cases/day/store)																
Beef-Whopper 4.0 oz	10.1	8.5	7.3	7.2	6.6	8.0	9.8	8.9	9.5	10.1	9.5	10.4	11.0	10.8	7.9	9.1
Cheese-American Sliced	0.3	0.2	0.2	0.2	0.2	0.2	0.3	0.2	0.2	0.2	0.2	0.3	0.3	0.3	0.2	0.2
Mayo-bulk	2.8	2.4	2.0	2.0	1.9	2.2	2.8	2.5	2.7	2.8	2.7	2.9	3.1	3.0	2.2	2.5
Pickles - Pail	1.8	1.5	1.3	1.3	1.2	1.4	1.7	1.6	1.7	1.8	1.7	1.8	1.9	1.9	1.4	1.6
Wrap Whopper	0.4	0.3	0.3	0.3	0.2	0.3	0.4	0.3	0.3	0.4	0.3	0.4	0.4	0.4	0.3	0.3
Ketchup- Bulk	1.9	1.6	1.4	1.4	1.2	1.5	1.8	1.7	1.8	1.9	1.8	2.0	2.1	2.0	1.5	1.7
Bun-Whopper 5" (dozen)	120.8	101.8	87.3	86.6	79.3	95.8	117.8	106.9	113.6	121.6	113.8	125.2	131.4	130.1	94.5	108.7
Lettuce - shredded	3.4	2.9	2.5	2.4	2.2	2.7	3.3	3.0	3.2	3.4	3.2	3.5	3.7	3.7	2.7	3.1
Tomatoes	4.5	3.8	3.3	3.2	3.0	3.6	4.4	4.0	4.3	4.6	4.3	4.7	4.9	4.9	3.5	4.1
Onions - sliced	4.5	3.8	3.3	3.2	3.0	3.6	4.4	4.0	4.3	4.6	4.3	4.7	4.9	4.9	3.5	4.1
etc...																

2600

2602

2604

FIG. 27

2700

Promotional Monitor - System & Regional

		History				Week #1							
		W-4	W-3	W-2	W-1	D+1	D+2	D+3	D+4	D+5	D+6	D+7	Total
Total Sales(\$/Store)		\$23,000	\$23,500	\$23,250	\$23,450	\$2,888	\$3,150	\$3,413	\$3,413	\$3,675	\$5,513	\$4,200	\$26,250
Menu Item Sales for Key Products(units restaurant/week)													
Category	Segment												
Whopper	WHOPPERS	215	211	228	269	32	34	37	37	40	60	46	286
	WHOPPERS W/CHEESE	146	142	148	162	18	20	21	21	23	35	26	165
	YWWM WHOPPERS	699	679	714	813	94	103	111	111	120	180	137	857
Whopper Total		1,060	1,032	1,090	1,244	144	157	170	170	183	275	209	1,309
Variance from Expected (Highlighted Areas are Outside of Expected Range)													
Whopper	WHOPPERS	11.4%	-9.8%	-23.2%	-4.6%	2.3%	3.0%	1.0%	4.0%	11.0%	16.0%	8.0%	6.5%
	WHOPPERS W/CHEESE	8.1%	-8.4%	-24.5%	-5.8%	1.0%	4.0%	1.0%	4.0%	13.0%	14.0%	9.0%	6.6%
	YWWM WHOPPERS	12.2%	-10.7%	-22.5%	-1.9%	3.0%	3.0%	1.0%	5.0%	16.0%	19.0%	7.0%	7.7%
Whopper Total		10.6%	-9.6%	-23.4%	-4.1%	2.1%	3.3%	1.0%	4.3%	13.3%	16.3%	8.0%	6.9%

2702

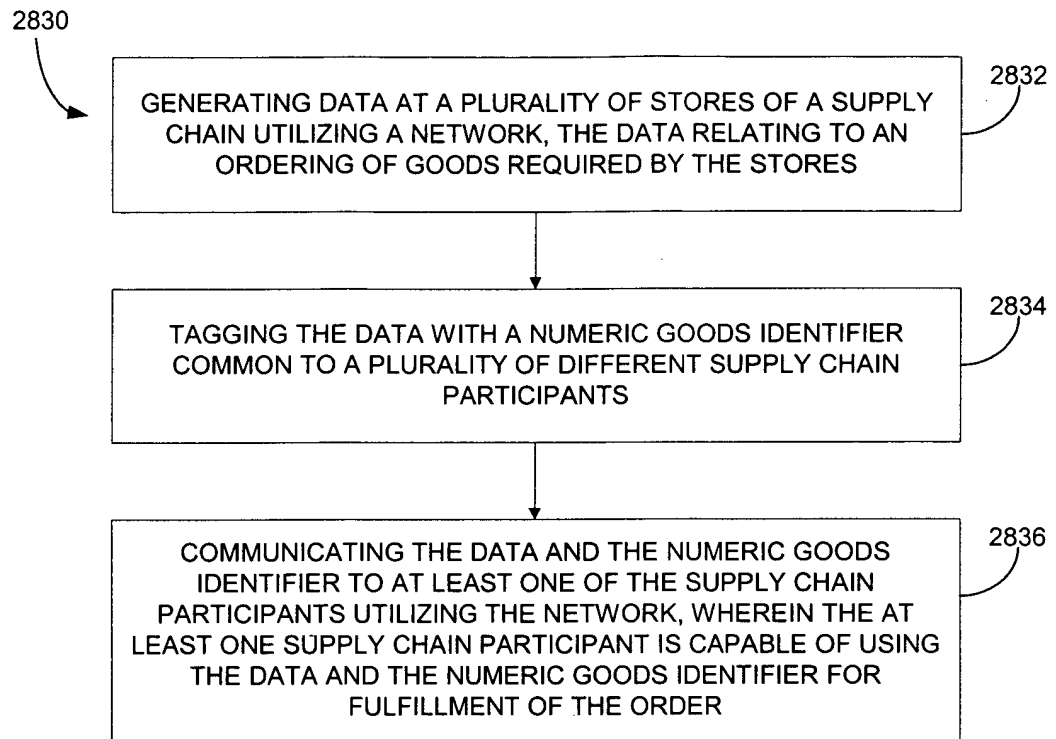


FIG. 28

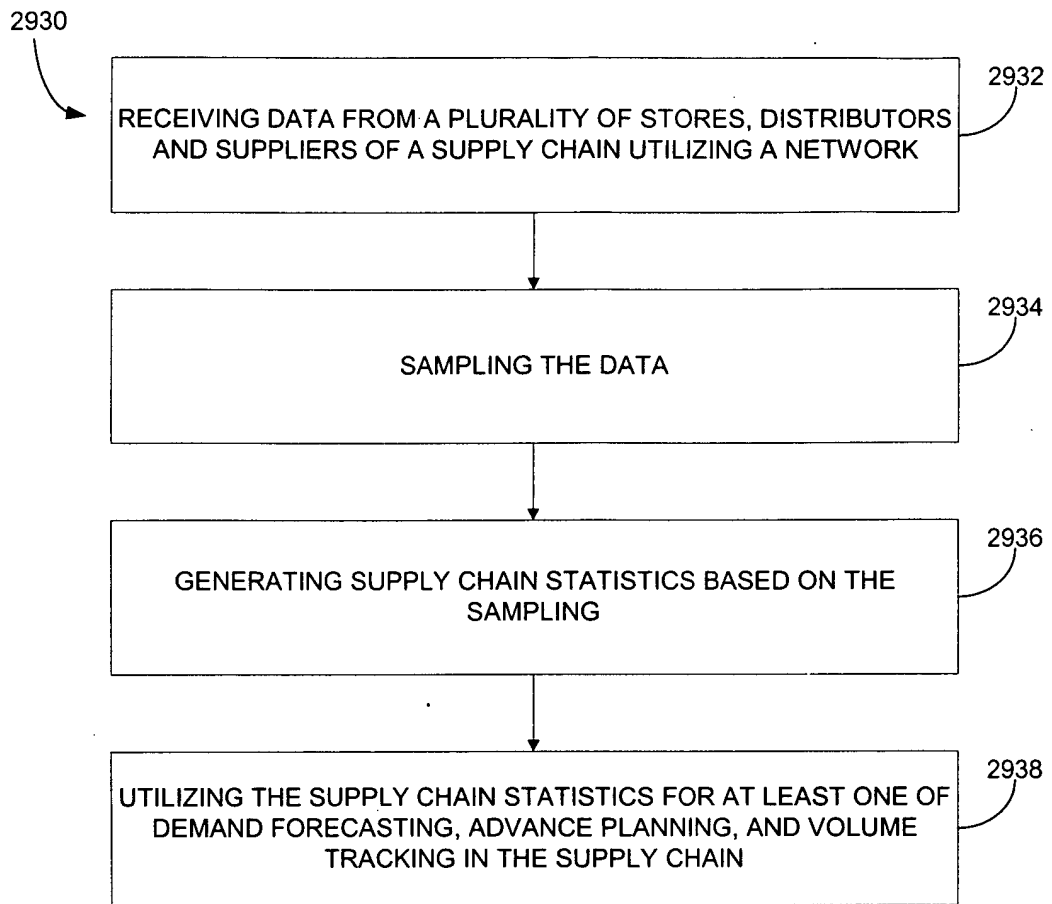


FIG. 29

Distribution Center: Alliant Topeka

Time Period (Month/Yr): Jun-00

Delivery Order Fill Rate

Total Cases Ordered: 65712

Operations:	Warehouse Outs	Damages	MisPicks	Short on Truck	Overlooked and Not Returned	Total Operations
Cases:	154	68	62	284		568
Percent	0.23%	0.10%	0.09%	0.43%	0.00%	0.86%

Purchasing:	Out of Stocks	Substitutions	Out of Code	Total Purchasing
Cases:	990	70		1060
Percent:	1.51%	0.11%	0.00%	1.61%

Distribution Center Total:	Cases	Percent
Operations:	568	0.86%
Purchasing:	1060	1.61%
Grand Total:	1628	2.48%

Delivery Order Fill Rate: 97.52%

On-Time Delivery Rate

Total # of Deliveries:	1232
# of On-Time Deliveries:	
On-Time Delivery Rate:	0.00%

Perfect Order Rate

Total # of Deliveries:	1232
Total # of Perfect Orders:	725
Perfect Order Rate:	58.85%

FIG. 30

Alliant - Monthly DC Data Feed Performance August 2000 Mock Report

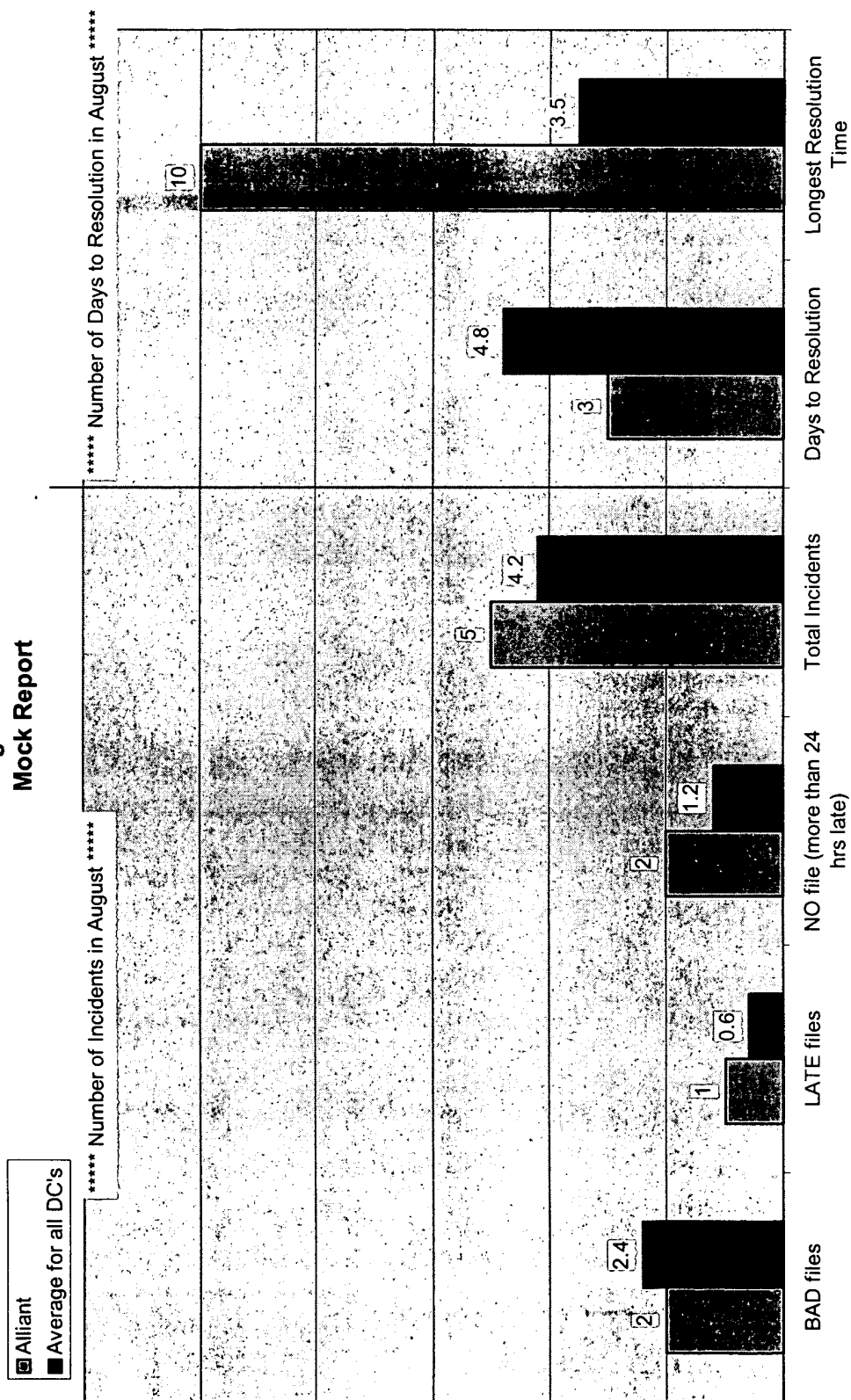


FIG. 31

3200



Service Level Reporting August

	Fill Rate	On - Time	Perfect Order
Alliant-Paducah	99.14%	90.06%	
Alliant-Topeka			
Alliant-Wixom	98.05%	98.71%	
King-Atlanta	98.34%	92.91%	78.70%
King-Jacksonville	98.45%	94.56%	80.90%
King-Louisville	98.75%	94.83%	88.98%
Maines-29, Conklin	99.41%		79.25%
Maines-30, Cleveland			
Maines-Long Island	98.41%		
Maines-New England	98.88%		79.83%
MBMI-Fullerton	99.13%	84.15%	#DIV/0!
MBMI-Lewisville	98.51%	92.88%	#DIV/0!
MBMI-Orlando	98.73%	93.60%	#DIV/0!
MBMI-Rocky Mount	99.13%	92.46%	#DIV/0!
McCabe's	98.80%	93.72%	88.83%
McLane-Lubbock	#DIV/0!	#DIV/0!	#DIV/0!
Nicholas & Co.	99.60%	88.04%	85.97%
PF-D Supply	99.16%	90.19%	80.12%
PF-Victoria	99.42%	#DIV/0!	
PYA-Monarch	98.20%	87.73%	
Reinhart-Cedar Rapids	98.05%	98.65%	
Reinhart-Oak Creek	99.31%	92.69%	
Reinhart-Rogers	99.50%	95.49%	
Restaurants NW	99.03%	89.07%	80.47%
Shamrock Commerce City	98.54%	94.88%	85.13%
Shamrock Phoenix	98.81%	93.68%	
Sygmah Harrisburg	98.69%		82.83%
Sygmah Stockton	98.69%		
Sysco	98.63%	100.00%	82.47%

	Fill Rate	On - Time	Perfect Order
BKC Min	98.50%	90.00%	78.00%
RSI Min	98.50%	90.00%	80.00%

OK
Didn't meet RSI Min.
Didn't meet BK Min.

FIG. 32

FIG. 33

3300

Vendor:

XYZ Company

Time Period:

Aug-00

3300

Delivery Statistics:

DC Requested Lead-Time
DC Adherence to Lead-Time
Days Delivery Late
On-Time Delivery Percentage
Hours Delivery Late

4
95%
1.7
95%
0.93

Invoice, Payment and Pricing:

Days for Payment
Monthly FOB Variance
Monthly Freight Variance
Monthly Total Variance

12
\$ 30,152
\$ 3,594
\$ 33,746

Invoice Accuracy:

Invoice Fill Rate
PO Accepted Rate
Perfect Order Percentage

97.25%
99.00%
92.34%

Inventory Management:

Average Days On Hand
SKU #1
SKU #2
Max Days On Hand
SKU #1
SKU #2

19
22
40
32

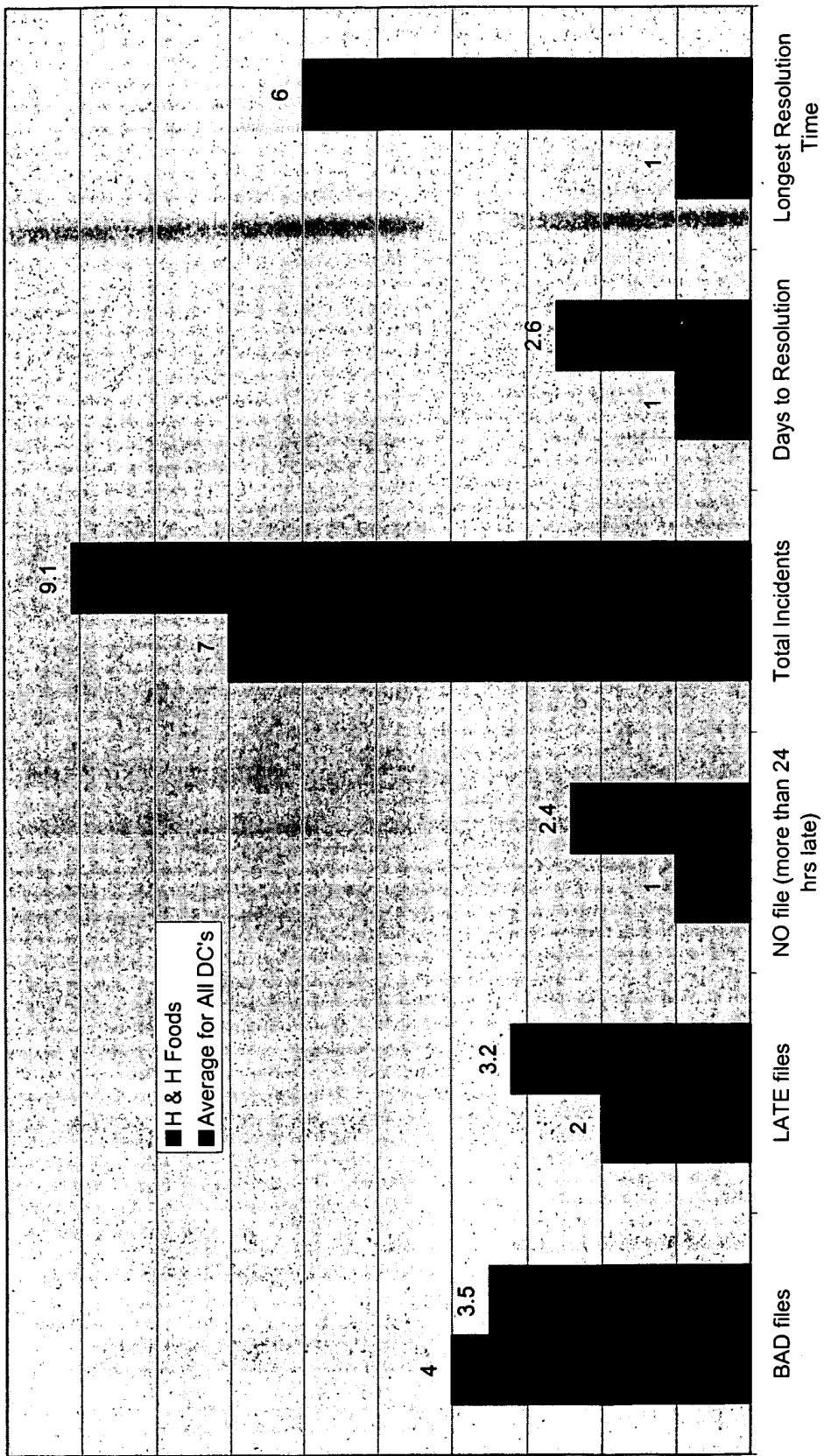
Monthly Carrying Cost
SKU #1
SKU #2
Average as % FOB

\$ 42,513
\$ 12,589
1.25%

FIG. 34

H & H Foods - Monthly Supplier Data Feed Performance August 2000 Mock Report

3400 ↗





3500

Service Level Reporting November - Mock Report

	Monthly Total Overcharge	Perfect Order Percentage	Monthly Carrying % Invoice FOB
GOODIES	\$11904		233%
COMARK INSTRUMENTS, INC.	\$21884		
WHITEFORD FOODS, INC.	\$0	97.8%	241%
LEPAGE BAKERY / COUNTRY KITCHEN	\$3700		
NCR-SYSTEMEDIA	\$0	92.0%	216%
SIGNATURE MEATS GROUP	\$0		119%
SCHWEBEL'S BAKING CO.	\$0	95.0%	1150%
MAUI CUP	\$0		
MIRA PLASTICS	\$0		1125%
DIXIE PRODUCE & PACKAGING			
NOR-LAKE, INC.			
FORT JAMES OPERATING COMPANY	\$0		174%
FRESH ADVANTAGE KC	\$0	98.6%	190%
SILVER KING - MN - CORP			
TYSON FOODS	\$0		
READY ACCESS			
GEORGIA PACIFIC TISSUE			244%
CLOUGHERTY PACKING		94.6%	251%
BEVERAGE - AIR	\$0	93.4%	
COMPONENT HARDWARE GROUP, INC			2106%
COCA - COLA USA	\$0		
TOASTMASTER	\$11909		1155%
GRANT COUNTY FOODS		93.5%	
FRESH EXPRESS	\$0	96.3%	2120%
TAYLOR FARMS			1104%
MODULAR DISPENSING SYSTEM	\$0		
CENTURY PRODUCTS, LLC	\$5428		
ROSE PACKING COMPANY		93.3%	288%

	Monthly Total Overcharge	Perfect Order Percentage	Monthly Carrying % Invoice FOB
RSI Min	\$5,000.00	92.00%	3.00%

OK
Didn't meet RSI Min.

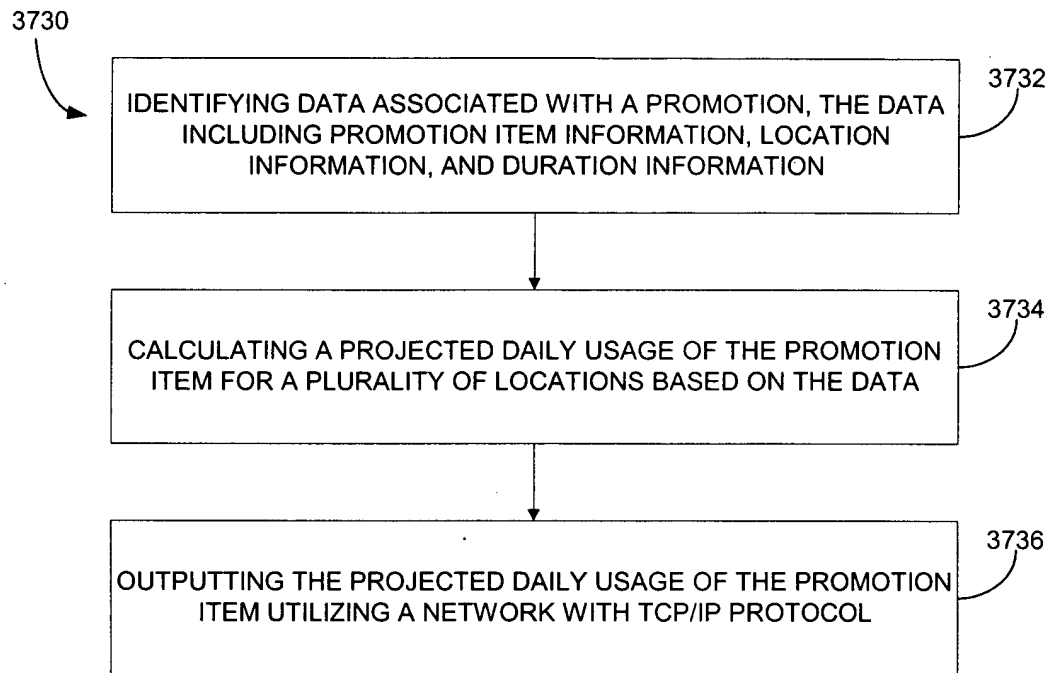


FIG. 37

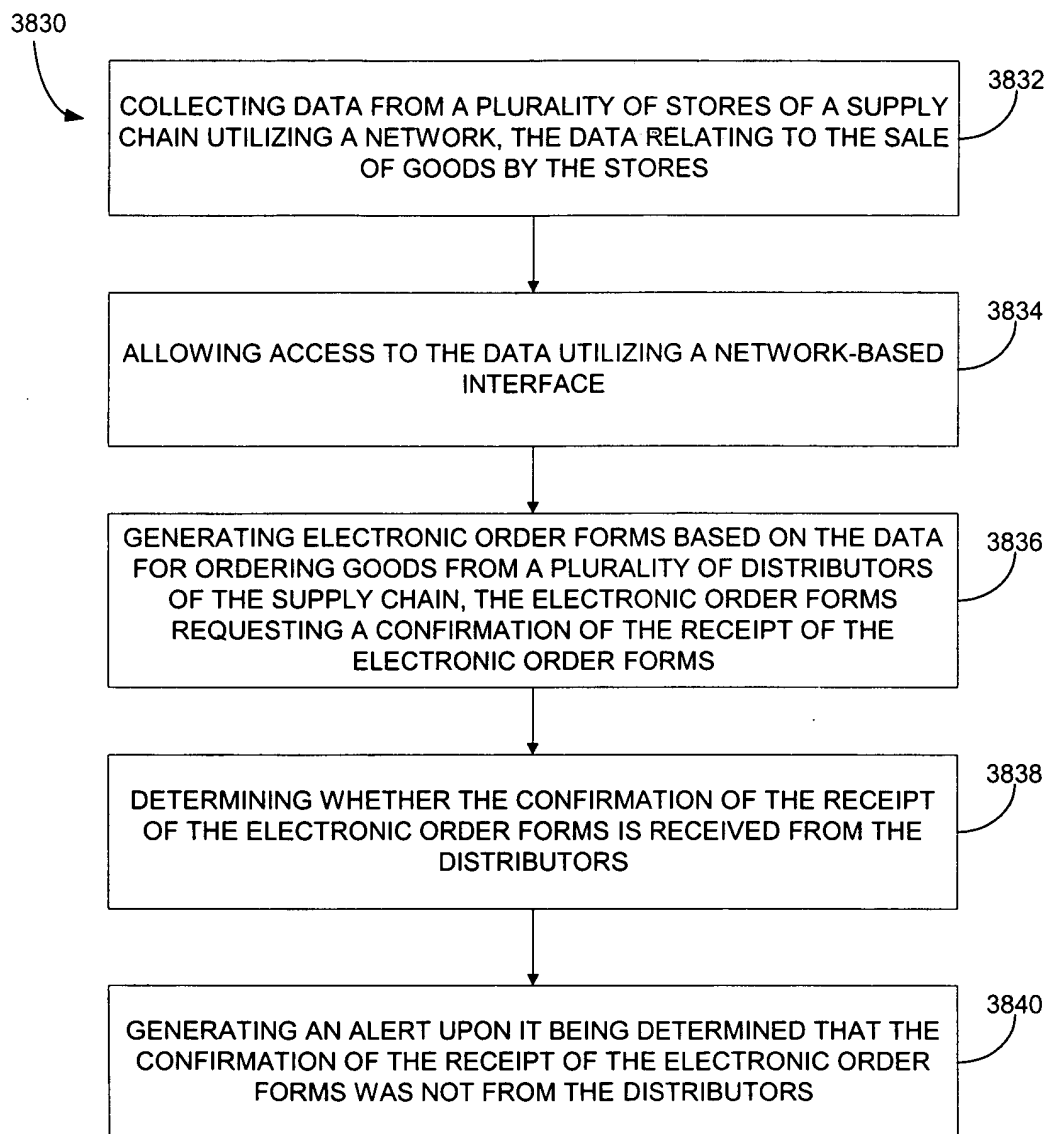


FIG. 38

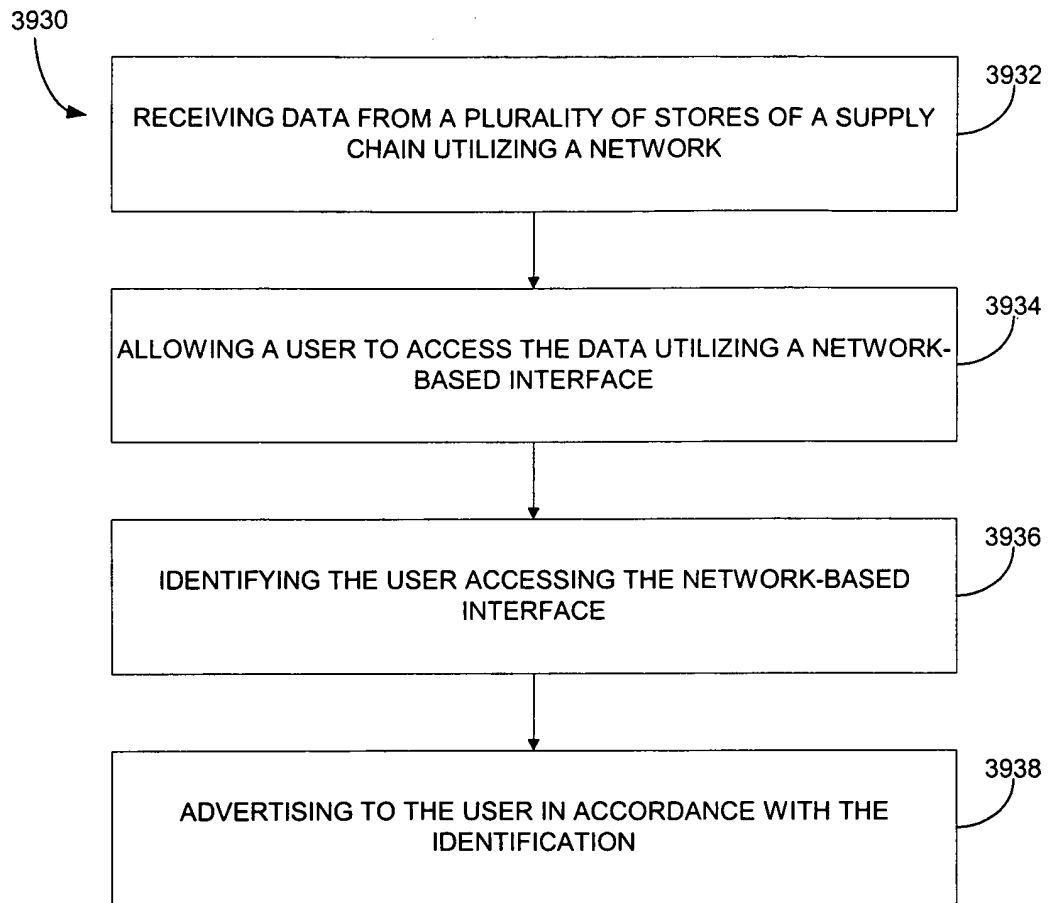


FIG. 39

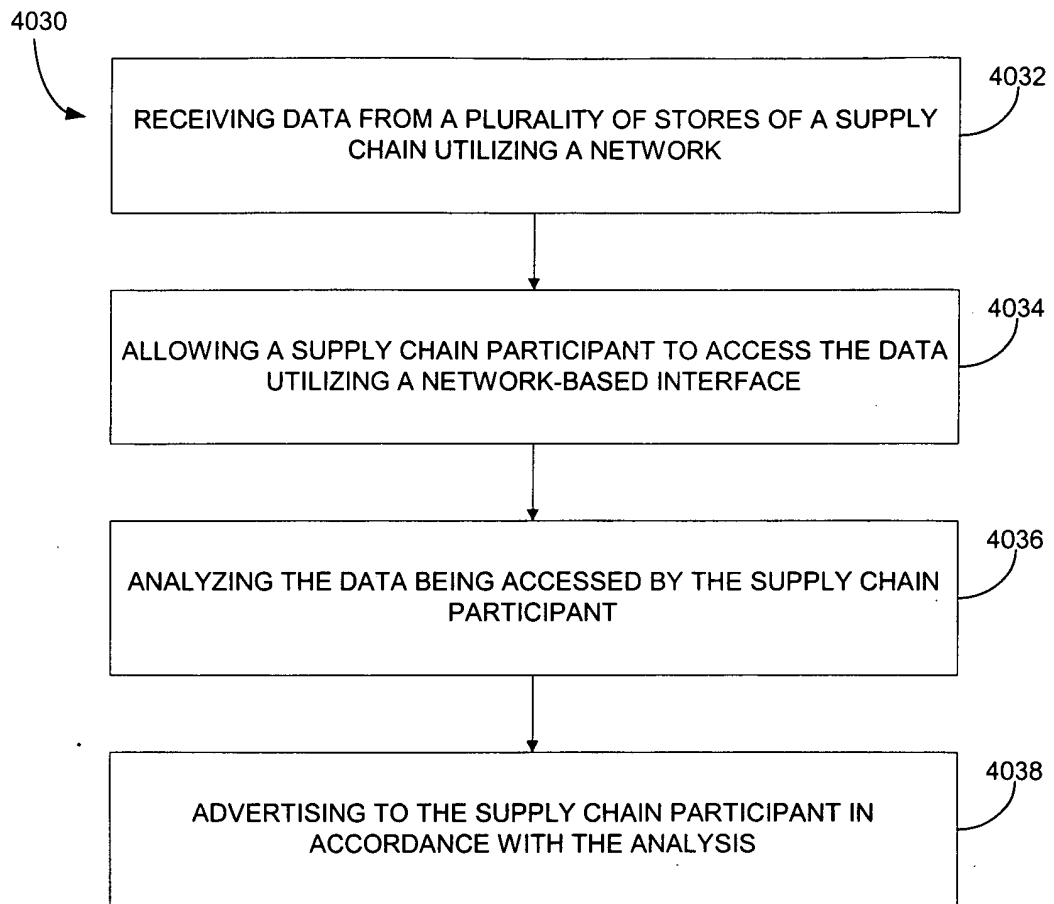


FIG. 40

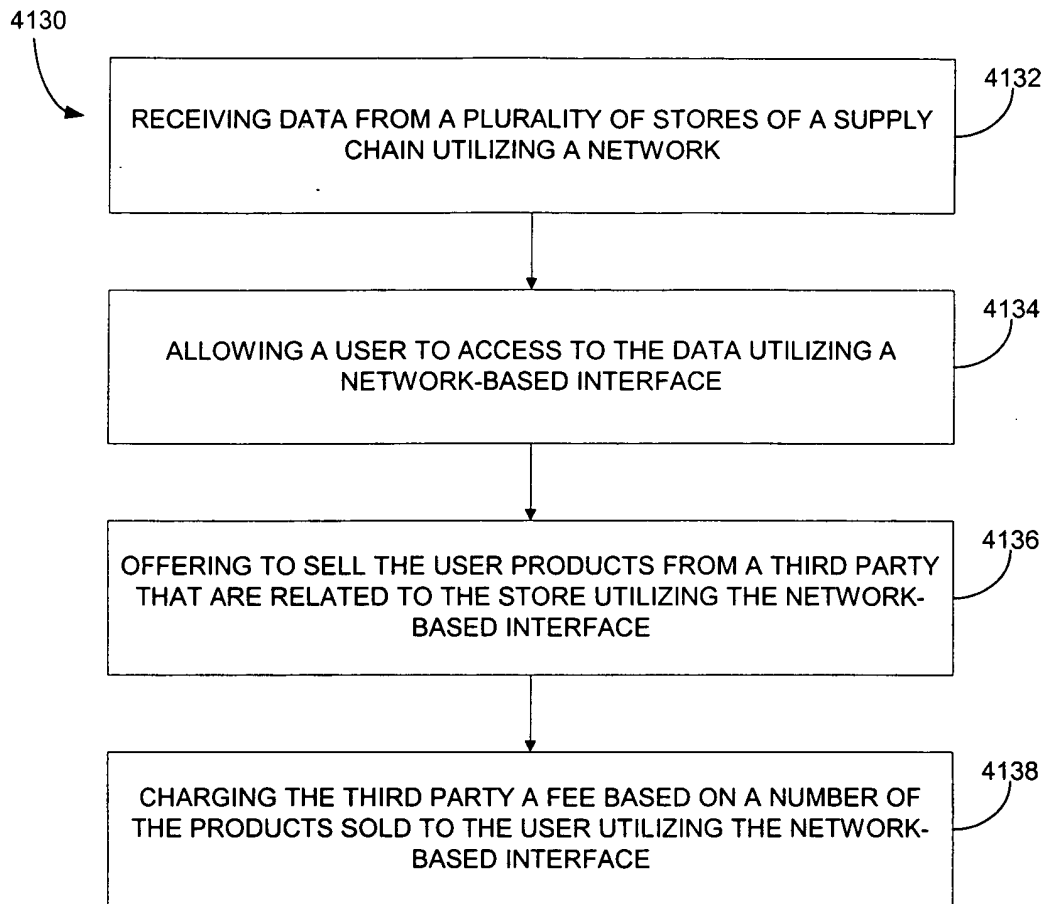


FIG. 41

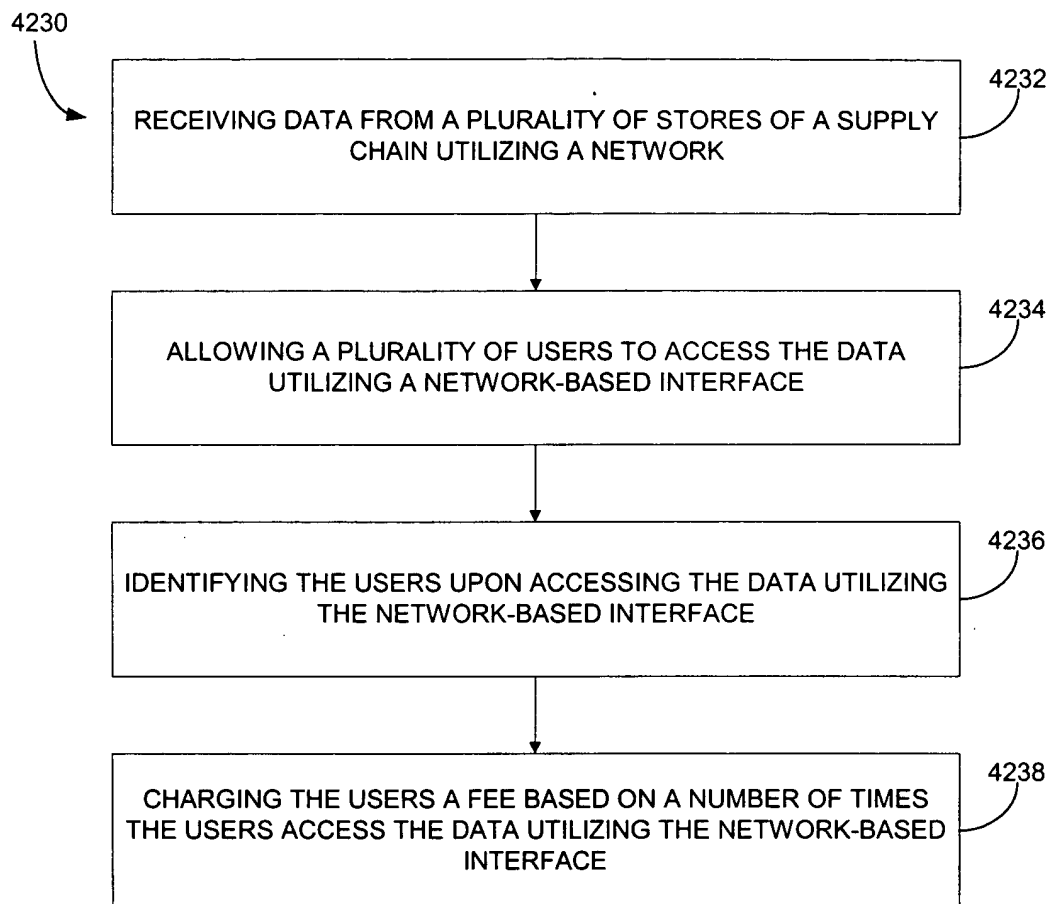


FIG. 42

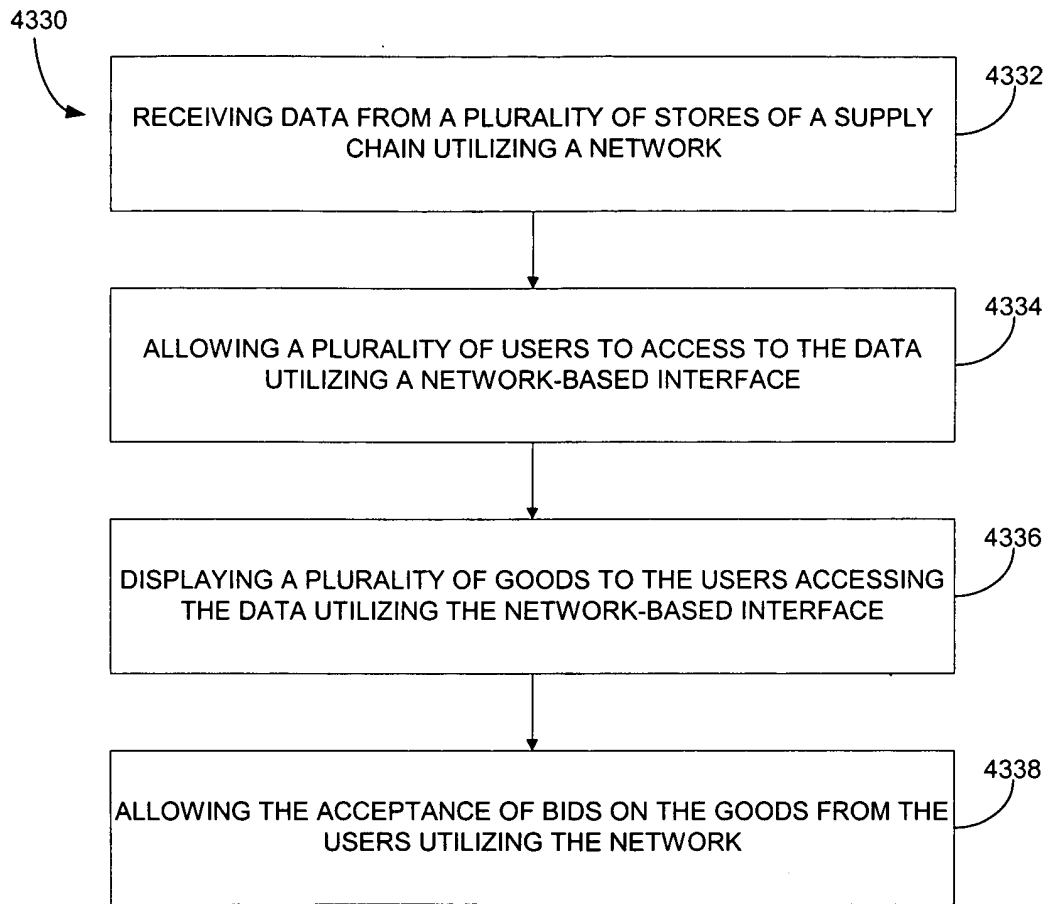


FIG. 43A

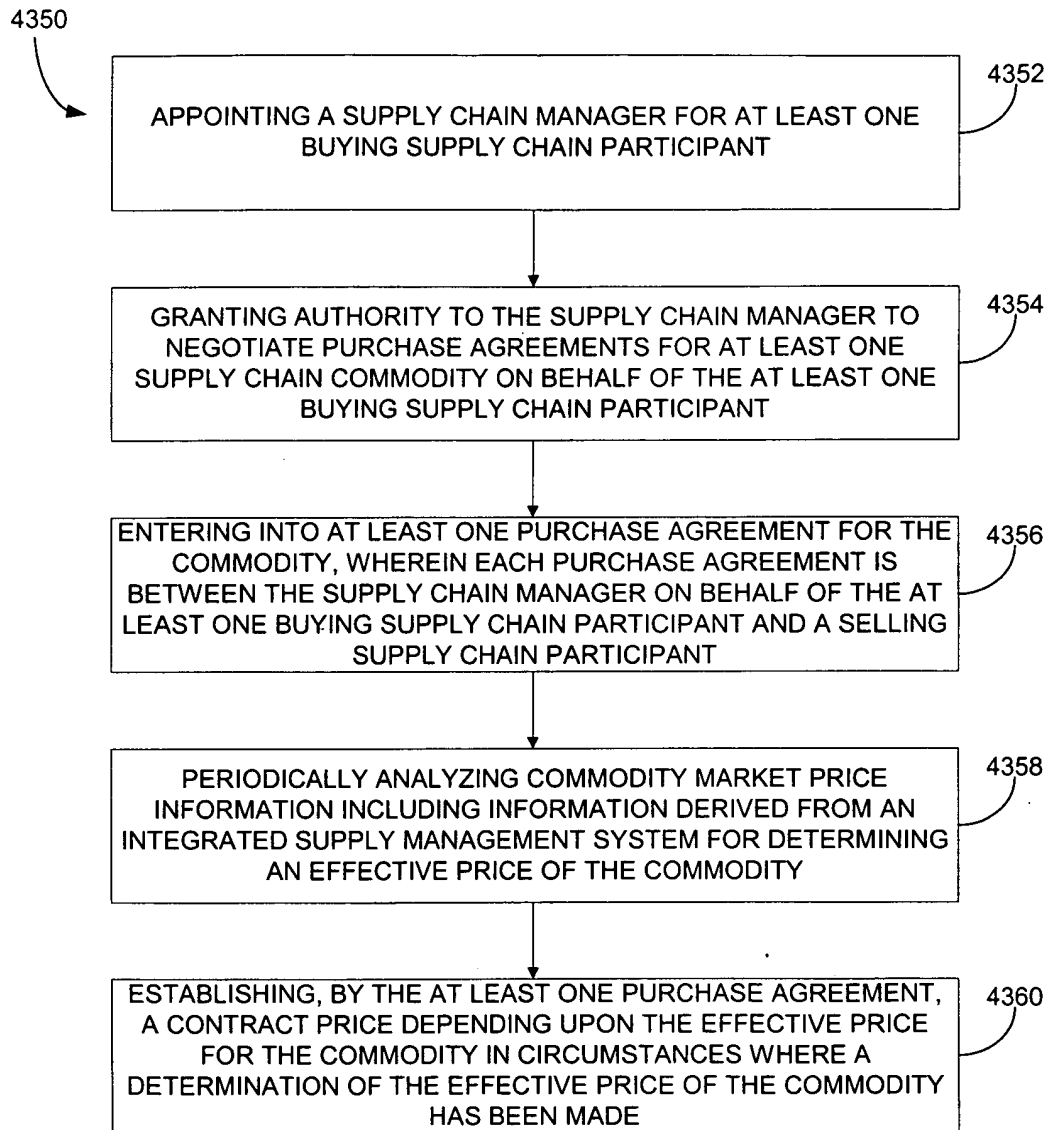


FIG. 43B

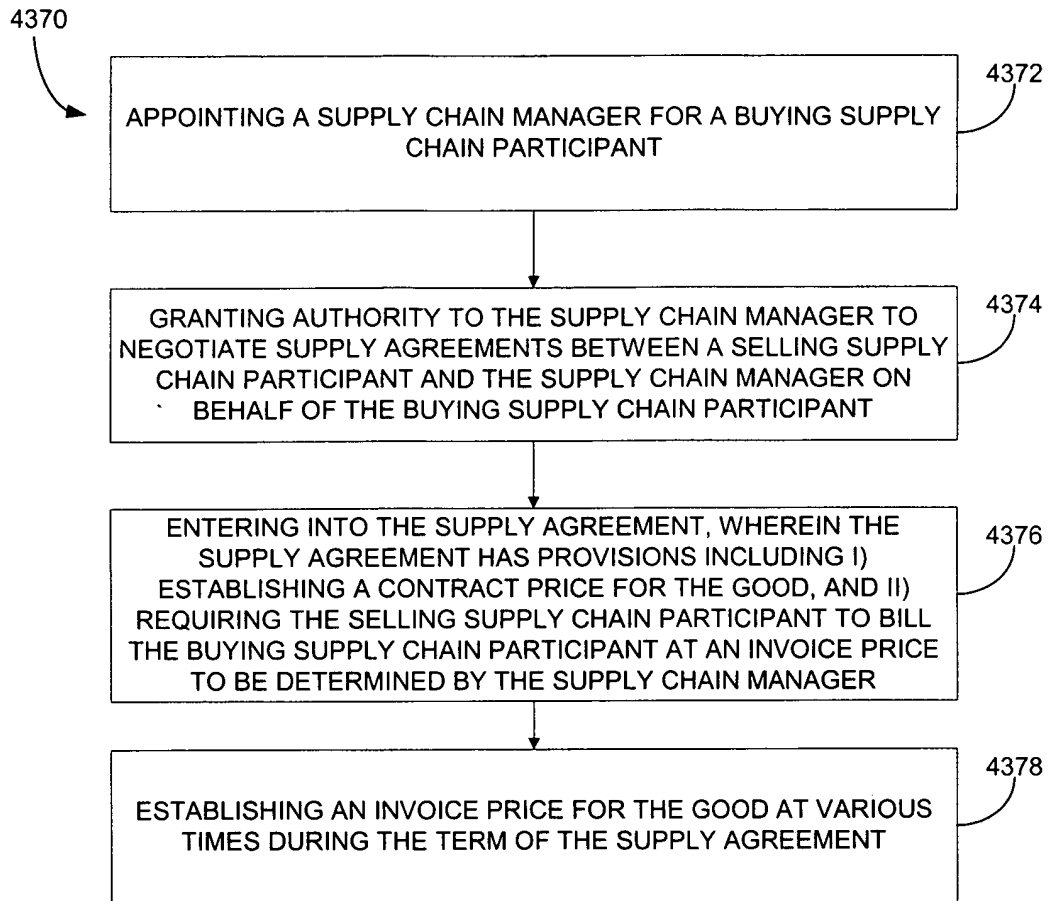


FIG. 43C

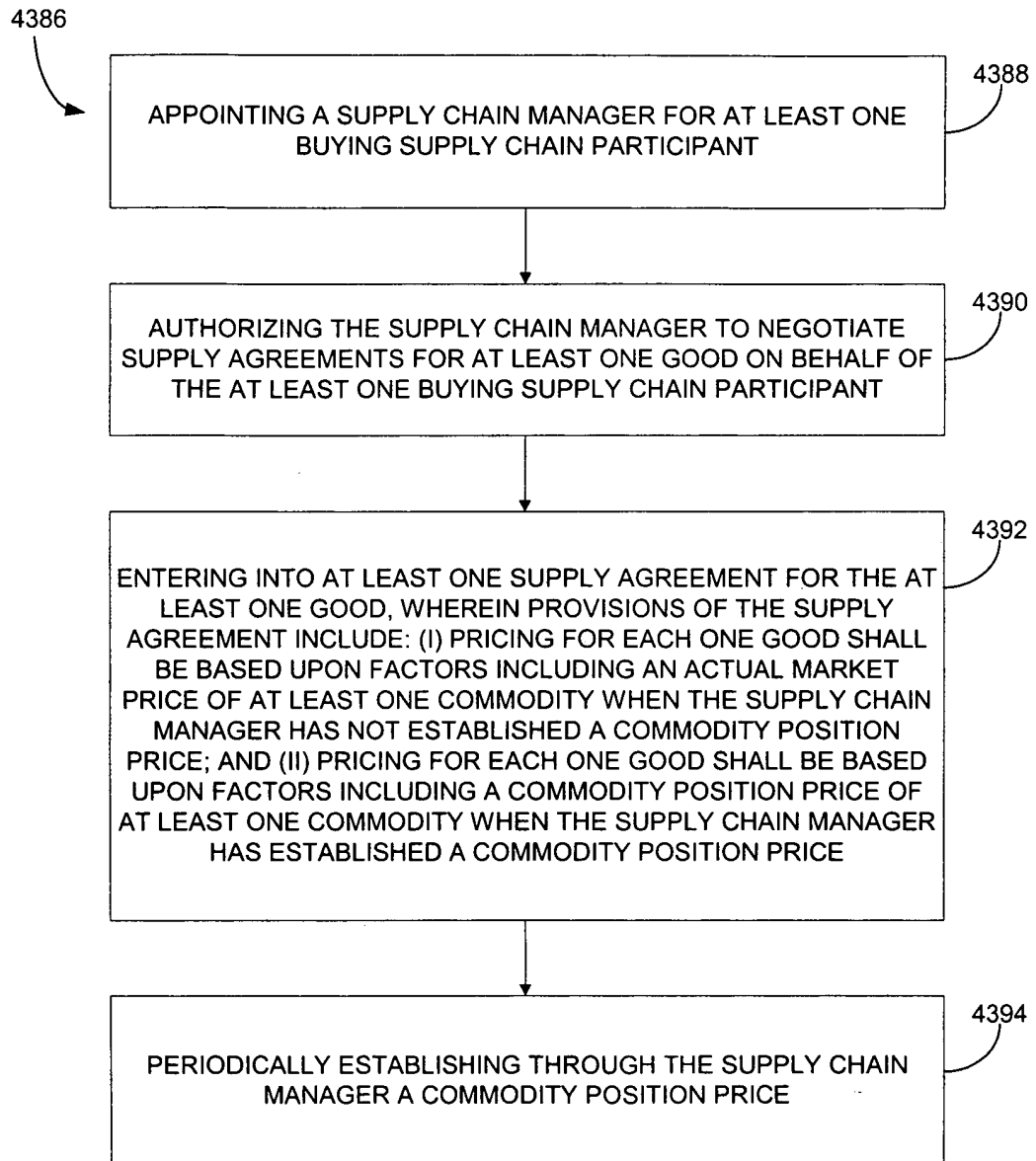


FIG. 43D

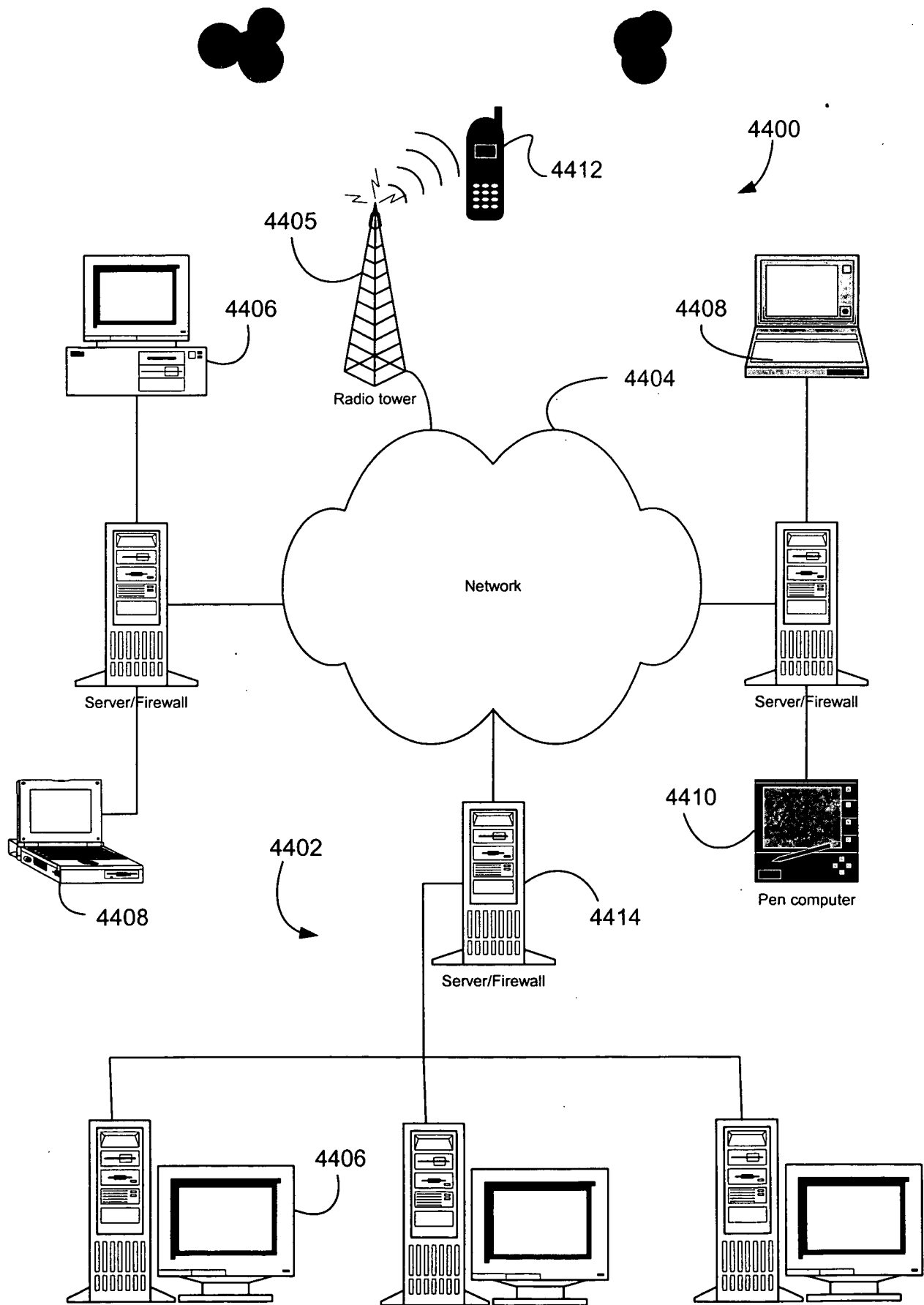


FIG. 44

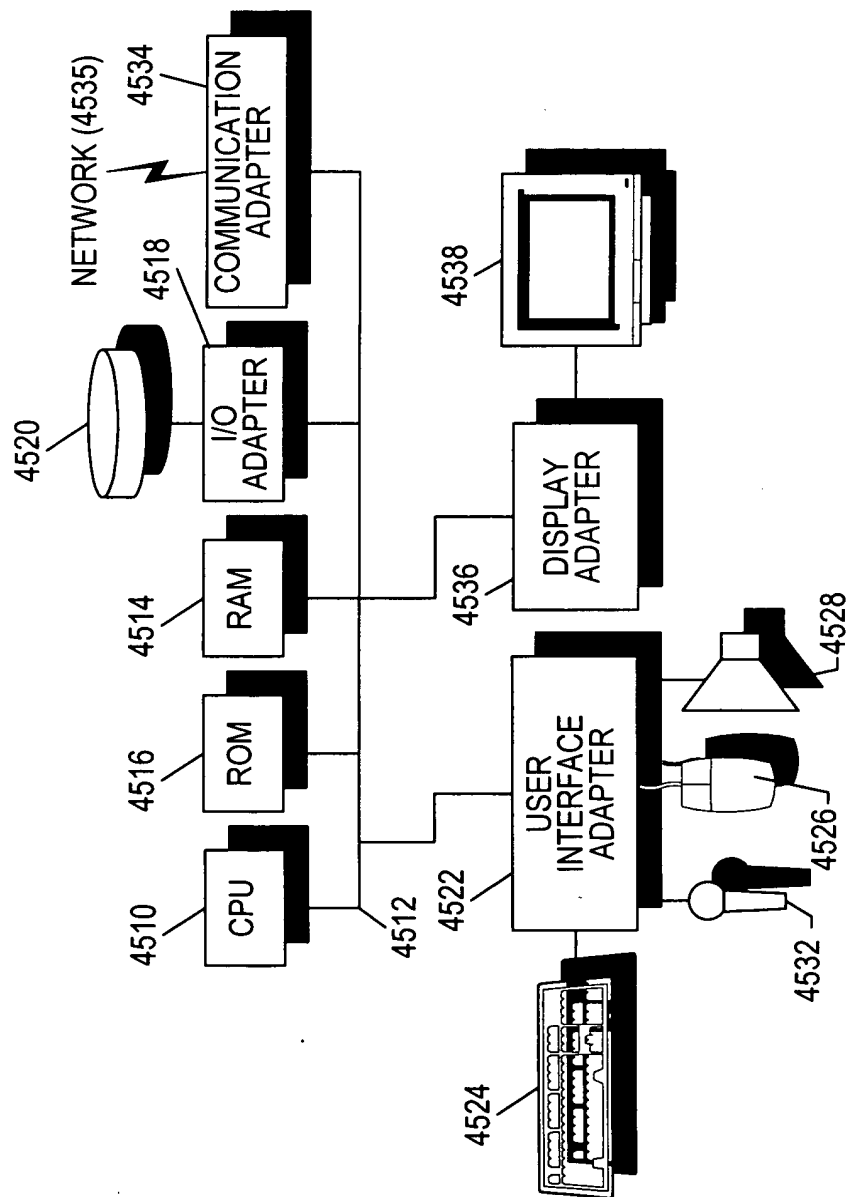


FIG. 45

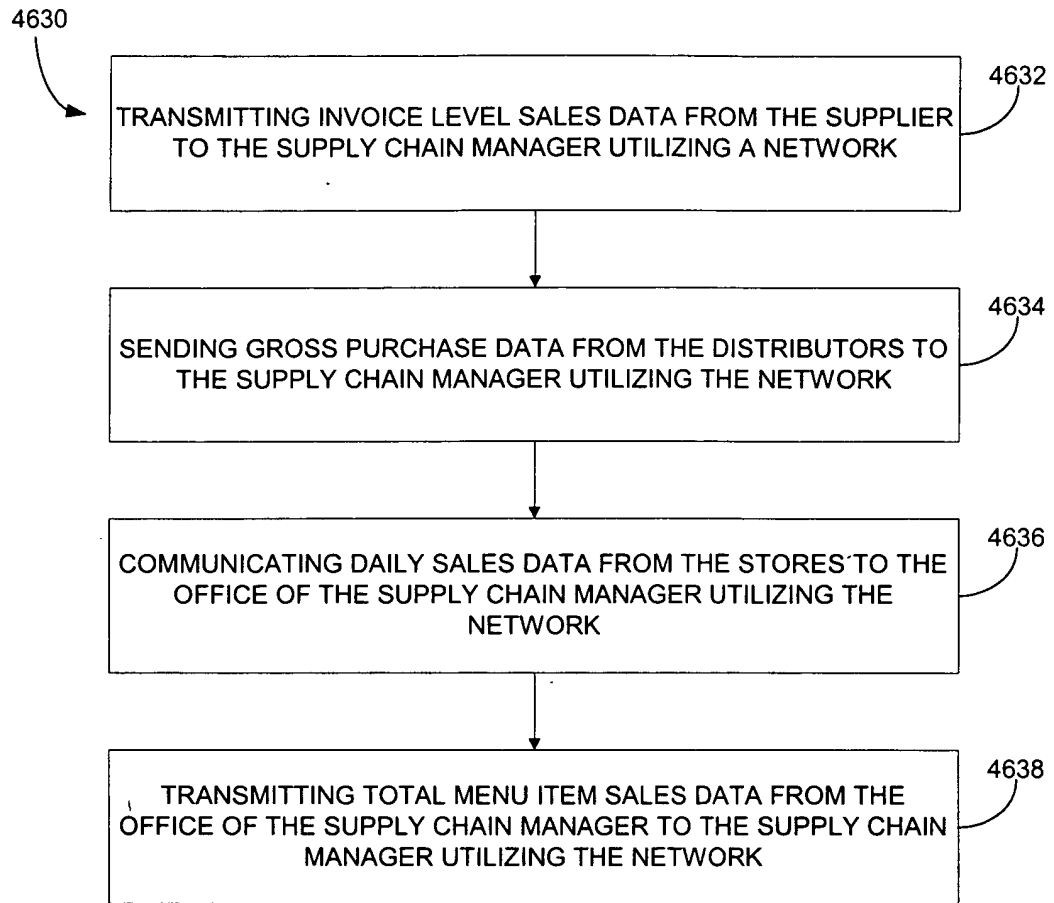


FIG. 46

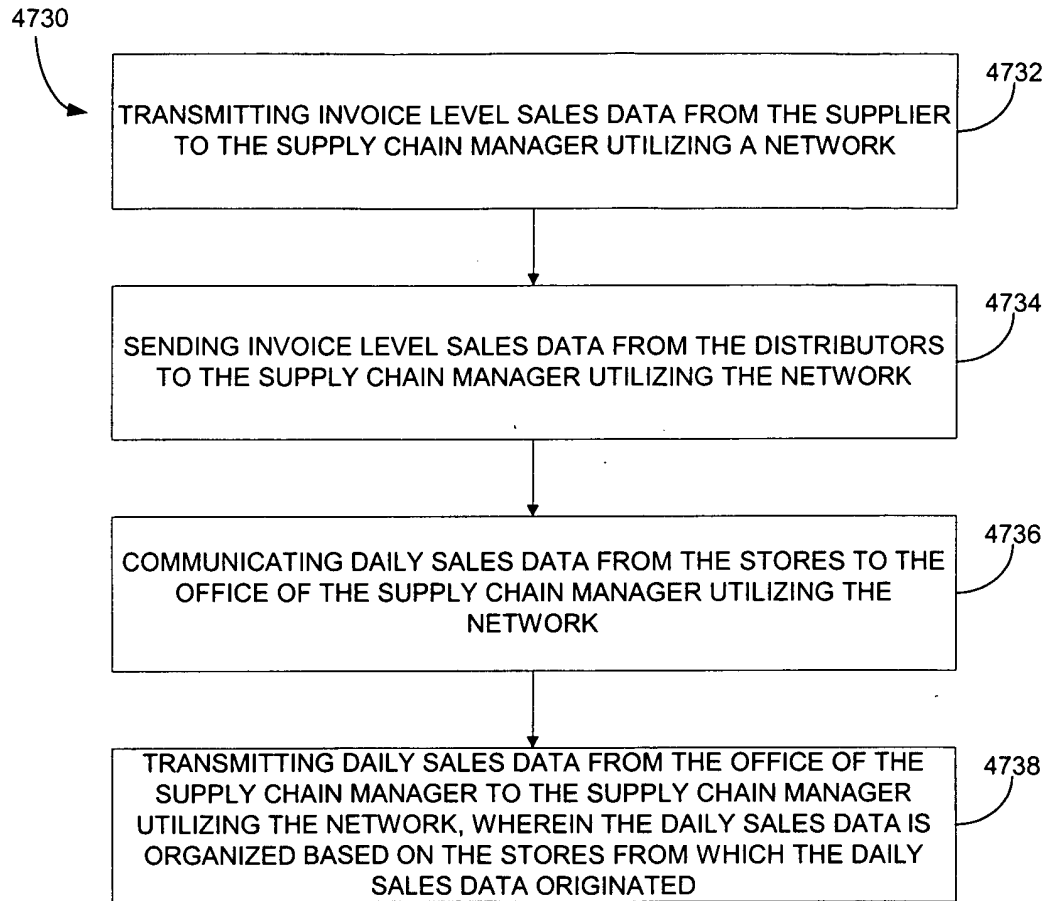


FIG. 47

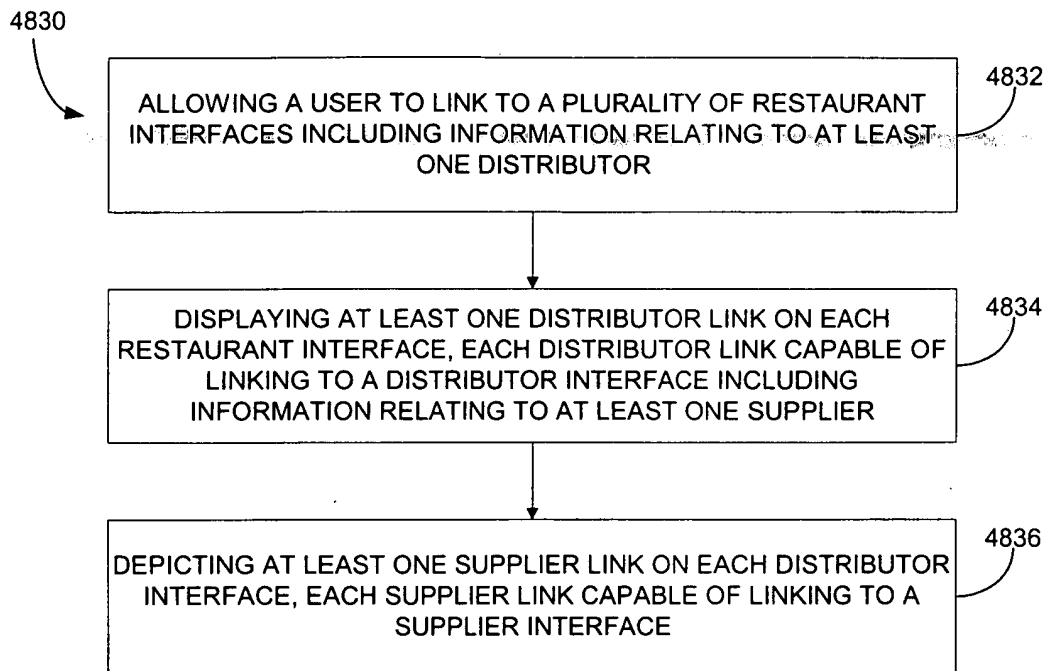


FIG. 48

RSI Main Menu - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Address http://www.rsiweb.com/home/stat.asp

Go Links

Welcome Franchisee User! Tuesday, October 24, 2000

REMINDER BK Cravers Menu items will continue to be offered after national advertising ends November 5

RSI

Member

LOGOUT

HOME

Franchisee

Reports

Personal Info

Legal Information

Help

5004

Franchisee

5006

- POS/BOH System
Contains electronic version of the RSI Technology Guide to the P.O.S. Systems.
- Redbook
- More

Reports

5008

- Landed Cost
The Distributor's costs for products that are purchased under RSI contracts - the basis for the price paid by the restaurants for distribution services.
- More

Personal Info

5010

- Change Password
- Edit Personal Info
Edit your personal information.
- More

Legal Information

5012

- Terms and conditions of usage and Privacy Statement.

5000

©2000 Restaurant Services, Inc. All Rights Reserved.

FIG. 50

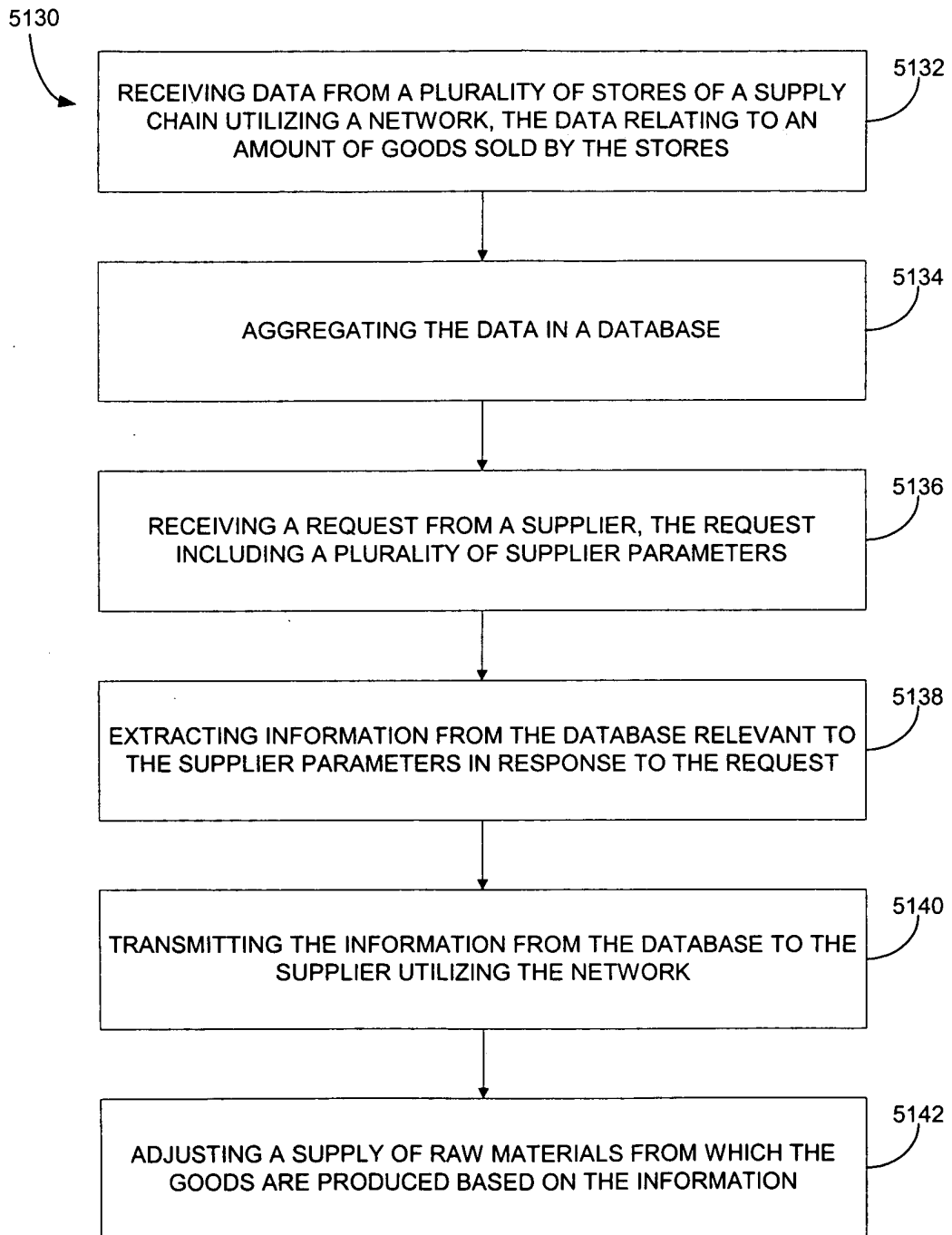


FIG. 51

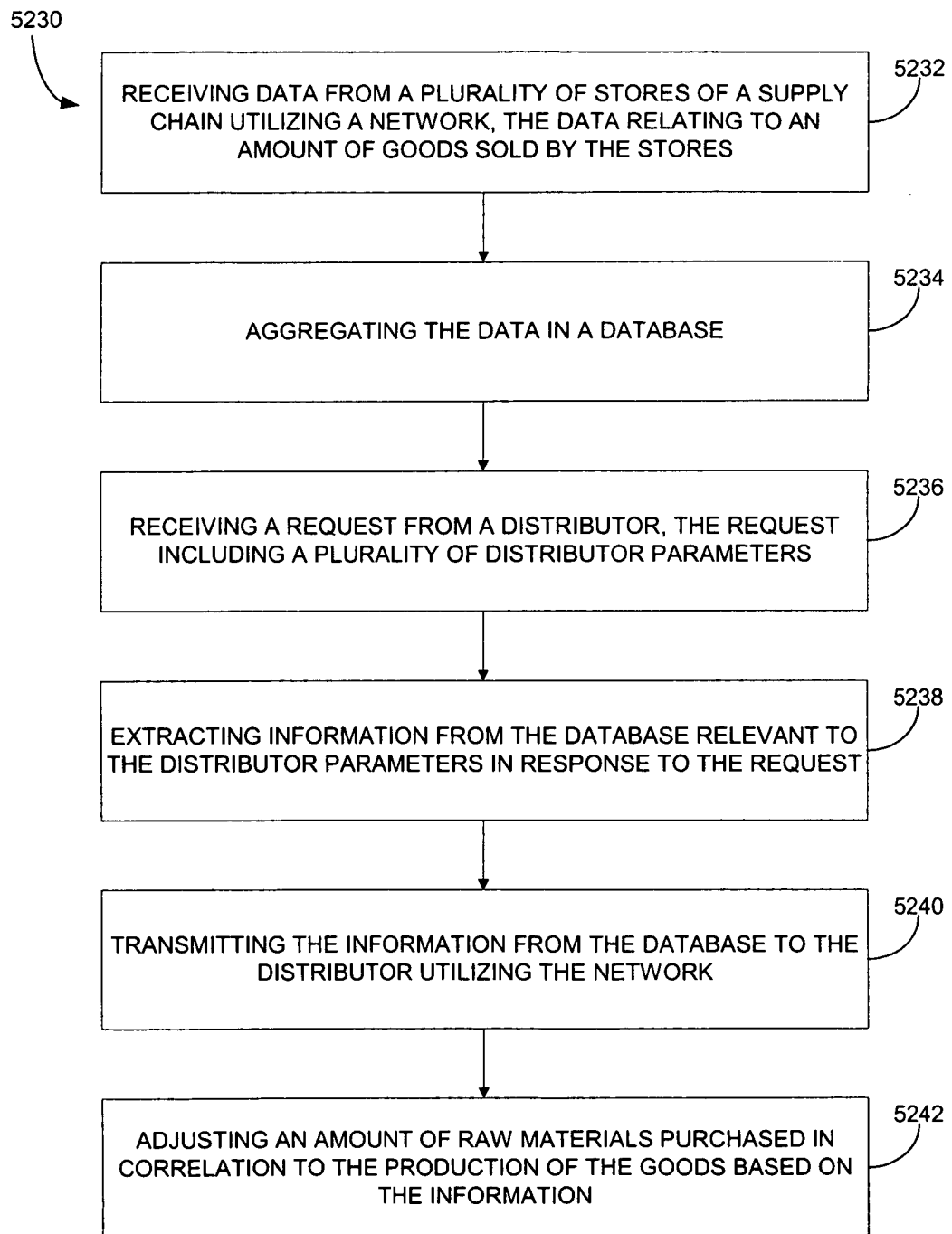


FIG. 52

RSI

Distributor

LOGOUT

HOME

Reports

Personal Info

Legal Information

Help

Printer Friendly Version

POS Implied Daily Usage - Distributor
Tuesday, October 24, 2000

Distribution Company: REINHART FOODSERVICE
Distribution Center: REINHART - CEDAR RAPIDS, IA

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			14 Day Rolling (Total Cases)																	Week Ending Total			
DC Item	Item Description	% Chg 14 Day Avg	10/23	10/22	10/21	10/20	10/19	10/18	10/17	10/16	10/15	10/14	10/13	10/12	10/11	10/10	10/9	10/2	9/25	9/18			
Number of Restaurants Served by DC				200	200	200	200	200	200	200	200	200	200	200	200	200	200	200	200	197			
18986	SAUCE: BBQ BULK BULLSEYE	0.00%															109	98	80	72			
20788	MUSTARD: BULK BK	0.00%		12	19	20	16	14	14	13	14	19	19	16	15	14	110	104	104	100			
24340	MAYONNAISE: BULK BK	0.00%		134	197	211	173	166	164	153	150	200	206	176	155	151	1184	1146	1142	1109			
24986	STRAW: WRAPPED 7.75" BK	0.00%		21	33	34	27	25	24	24	24	34	33	27	24	24	189	179	186	178			
25318	FORK: WRAPPED BULK BK	0.00%		10	11	12	10	9	8	9	11	12	11	10	9	9	70	71	56	58			
25462	KNIFE: WRAPPED BULK BK	0.00%		3	3	3	3	2	2	2	3	3	3	3	2	2	18	15	8	9			
27882	KETCHUP: BULK BAG IN BOX	0.00%		89	134	142	115	104	102	101	100	136	139	115	106	102	798	771	776	743			
27890	KETCHUP: PACKETS 10g BK	0.00%		127	194	205	160	143	142	139	144	197	197	160	142	140	1112	1070	1078	1044			

Done

FIG. 53

RSI*Distributor***LOGOUT****HOME****Reports****Personal Info****Legal Information****Help**Printer Friendly Version

REINHART - CEDAR RAPIDS, IA **Local Promotion Summary by DC** **Tuesday, October 24, 2000**

5400

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Local Promotion Option	ADI	Start Date	Projected Dly Usage	Duration (In Weeks)	Participating Rest Count	Non-Participating Restaurants
32 oz. Motor Cup						
Chicago, IL		5/1/00	85	99	8	
Davenport-RI-Moline, IA		6/1/00	85	32	17	
Des Moines-Ames, IA		7/10/00	85	17	28	
Omaha, NE		7/10/00	85	17	50	
Peoria, IL		6/1/00	85	99	17	
Sioux City, IA		9/28/00	85	99	10	
Springfield-Decatur-Chmpg, IL		6/1/00	85	99	1	
32 oz. Motor Cup Total					131	
Big King						
Cedar Rapids-Waterloo-Dubuq, IA		4/15/00		99	19	
Davenport-RI-Moline, IA		4/15/00		99	17	
Ottumwa-Kirkville, IA		4/15/00		99	3	
Big King Total					39	
Pancake Minis						
Chicago, IL		5/15/00	20	99	8	
Peoria, IL		5/1/00	20	99	17	
Sioux City, IA		4/15/00	20	99	10	
Pancake Minis Total					35	

FIG. 54

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RSI

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Landed Cost Report

5600

Restaurant Number: 0003473

Date: 10/22/00

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Restaurant Landed Cost Verification Report

Printer Friendly Version

Report Date: Sunday, October 22, 2000

Restaurant Number: 0003473

Distribution Center: REINHART - CEDAR RAPIDS, IA

Report Contact: Robert Harris

Contact Number: 305-529-3409

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DC Item No	RSI Item No	RSI Item Description	DC Cost	Markup	Rest Cost
10340	4439	REGISTER TAPE-THERMAL 2.25" X 185'	\$21.27	\$1.57	\$22.84
12880	3588	SUGAR SUBSTITUTE-PINK PKT 2000 CT	\$5.87	\$1.57	\$7.44
18986	369	SAUCE-BULK-KRAFTBULL-SEVE	\$24.49	\$1.57	\$26.05
19432	4473	COFFEE-FOLGERS REGULAR	\$44.50	\$1.57	\$46.07
20788	67	MUSTARD-BULK36AL	\$8.45	\$1.57	\$8.02
20940	4281	WRAP-LOCAL OPTION	\$29.78	\$1.57	\$31.35
24340	66	SAUCE-BULK MAYONNAISE	\$7.81	\$1.57	\$9.38
24500	4270	WATER-ICE MOUNTAIN .5L	\$6.41	\$1.57	\$7.98

Internet

Done

FIG. 56

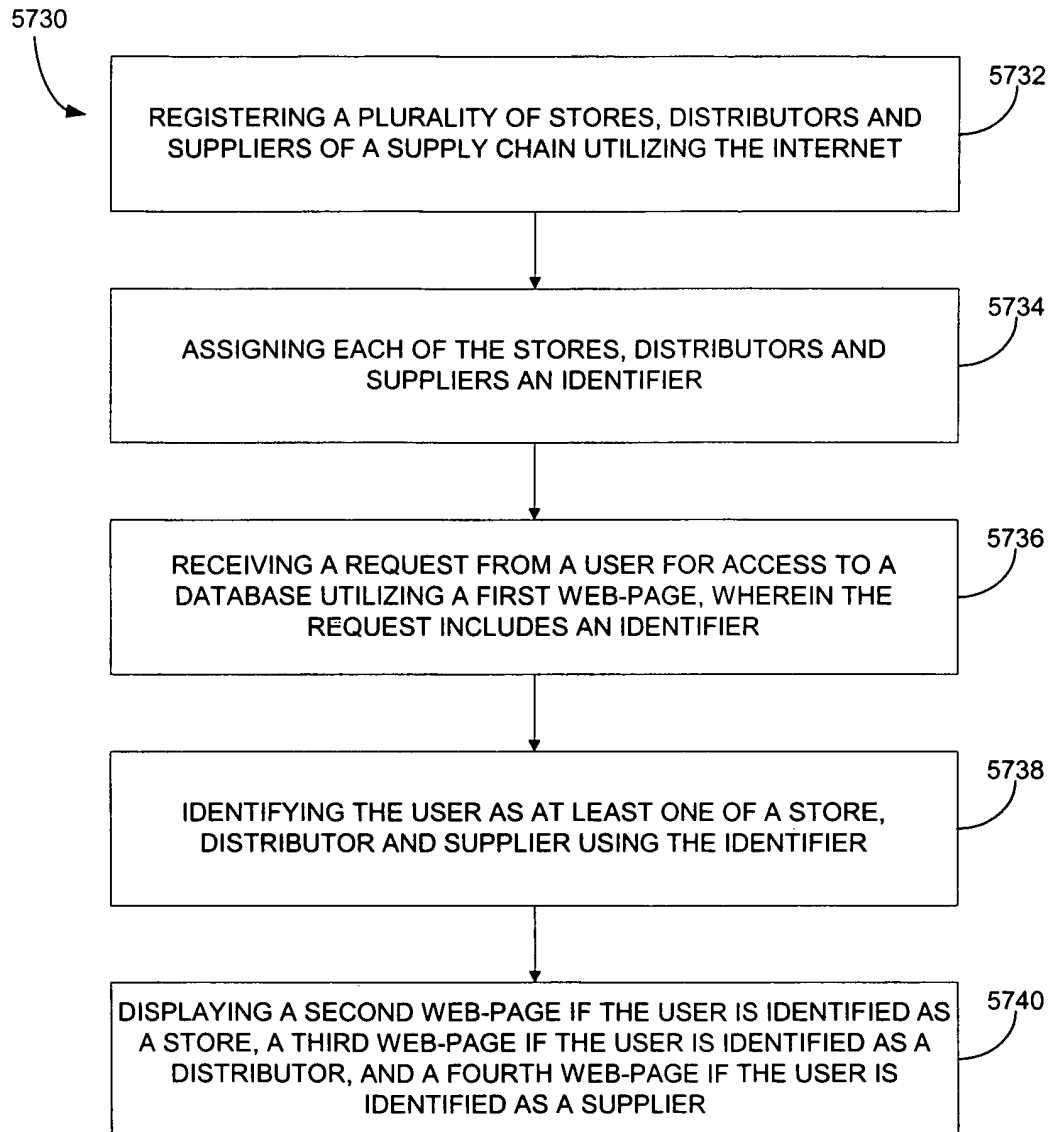


FIG. 57

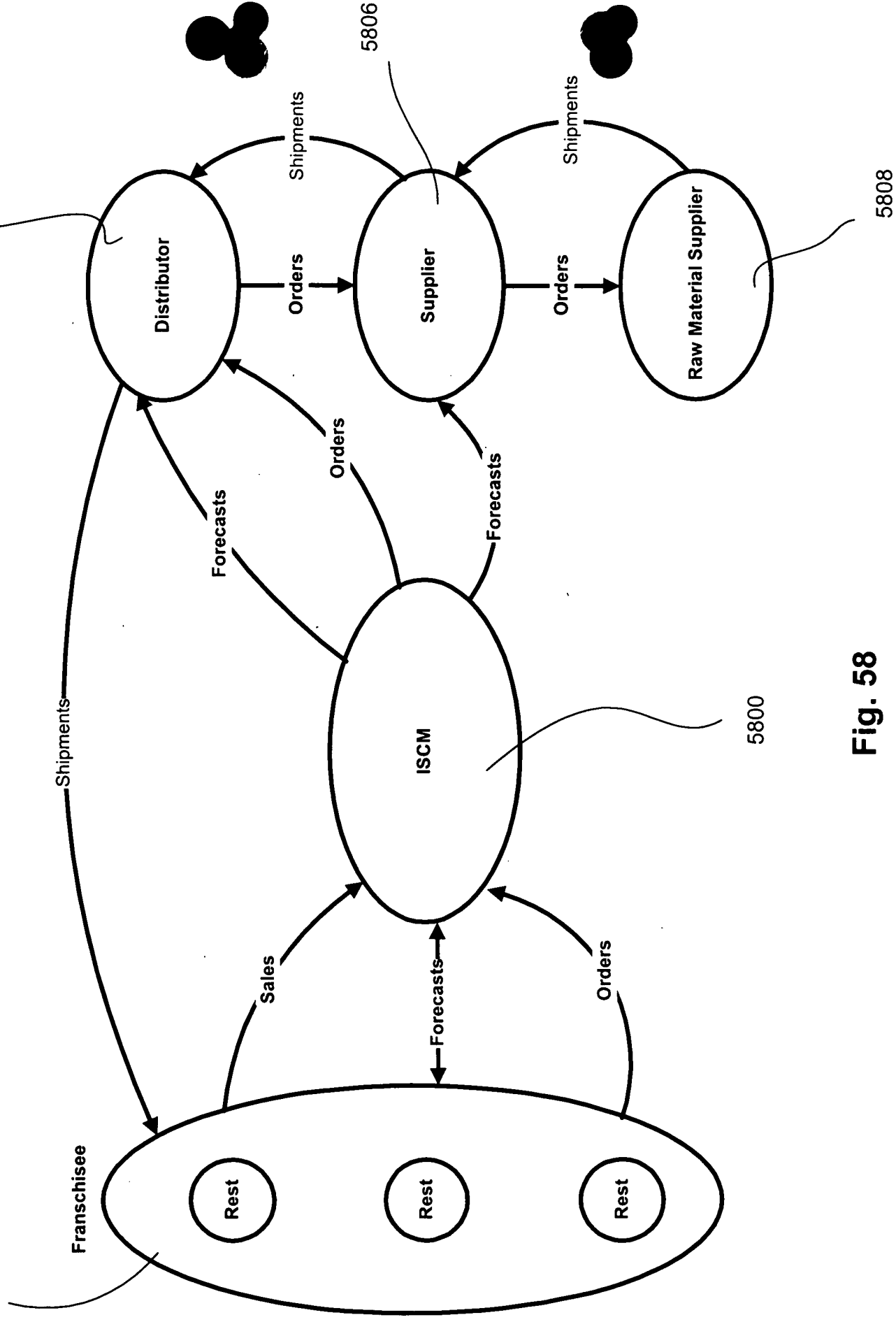


Fig. 58

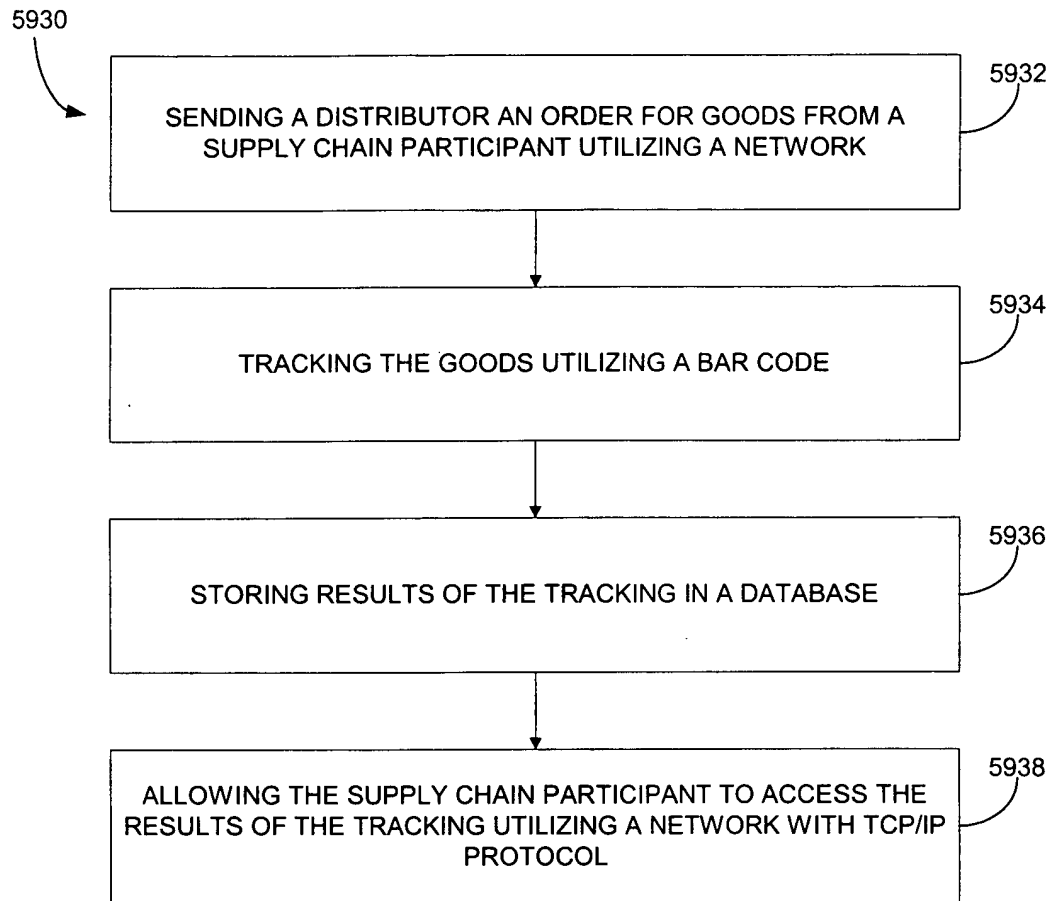


FIG. 59

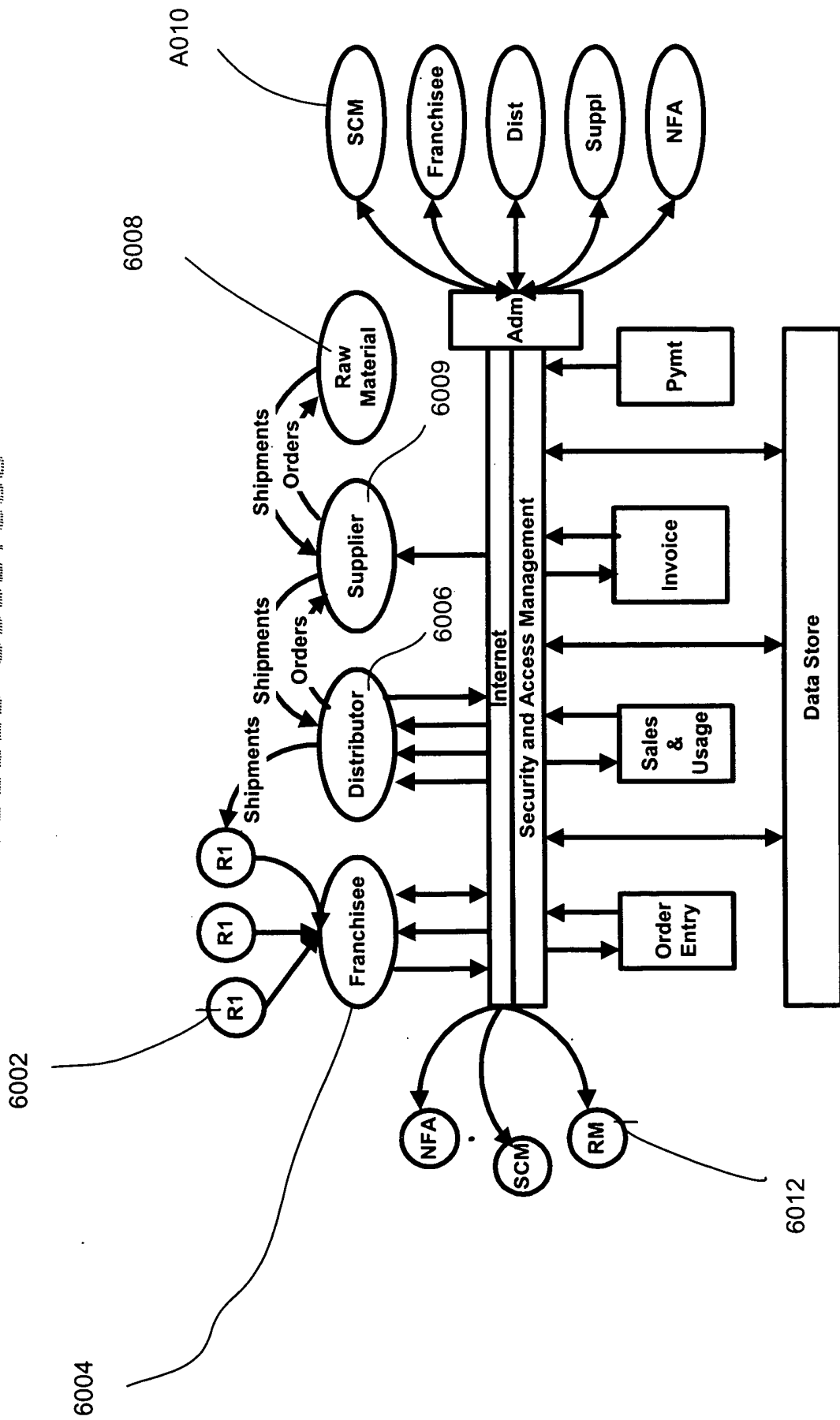


Fig. 60

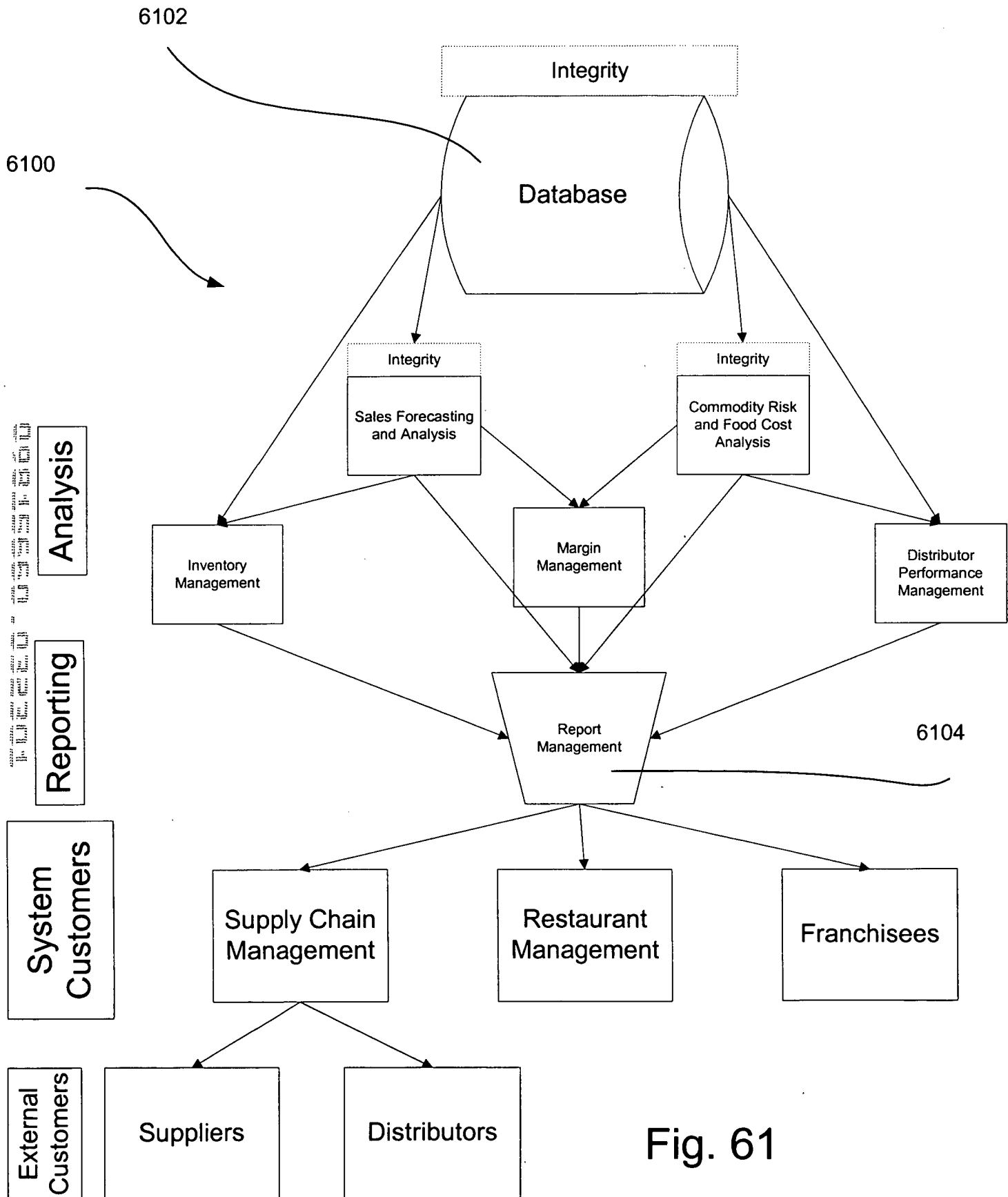


Fig. 61

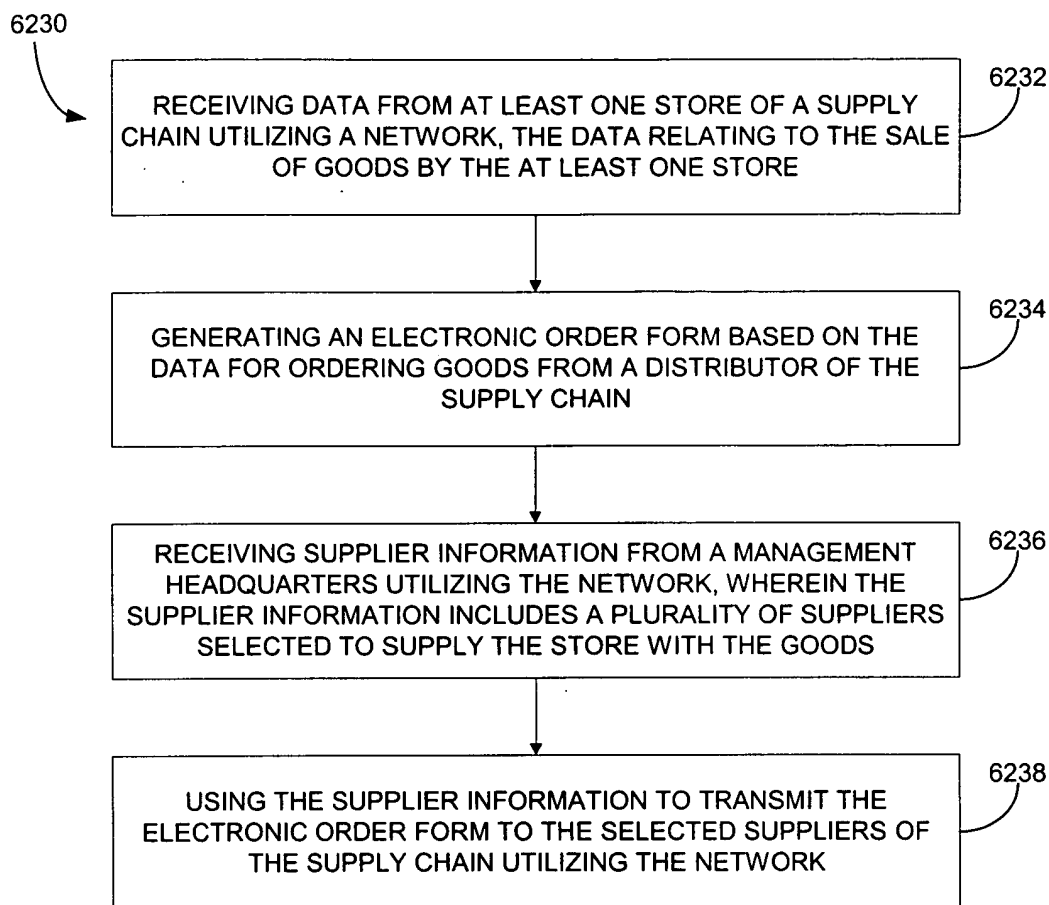


FIG. 62

6300 ↗

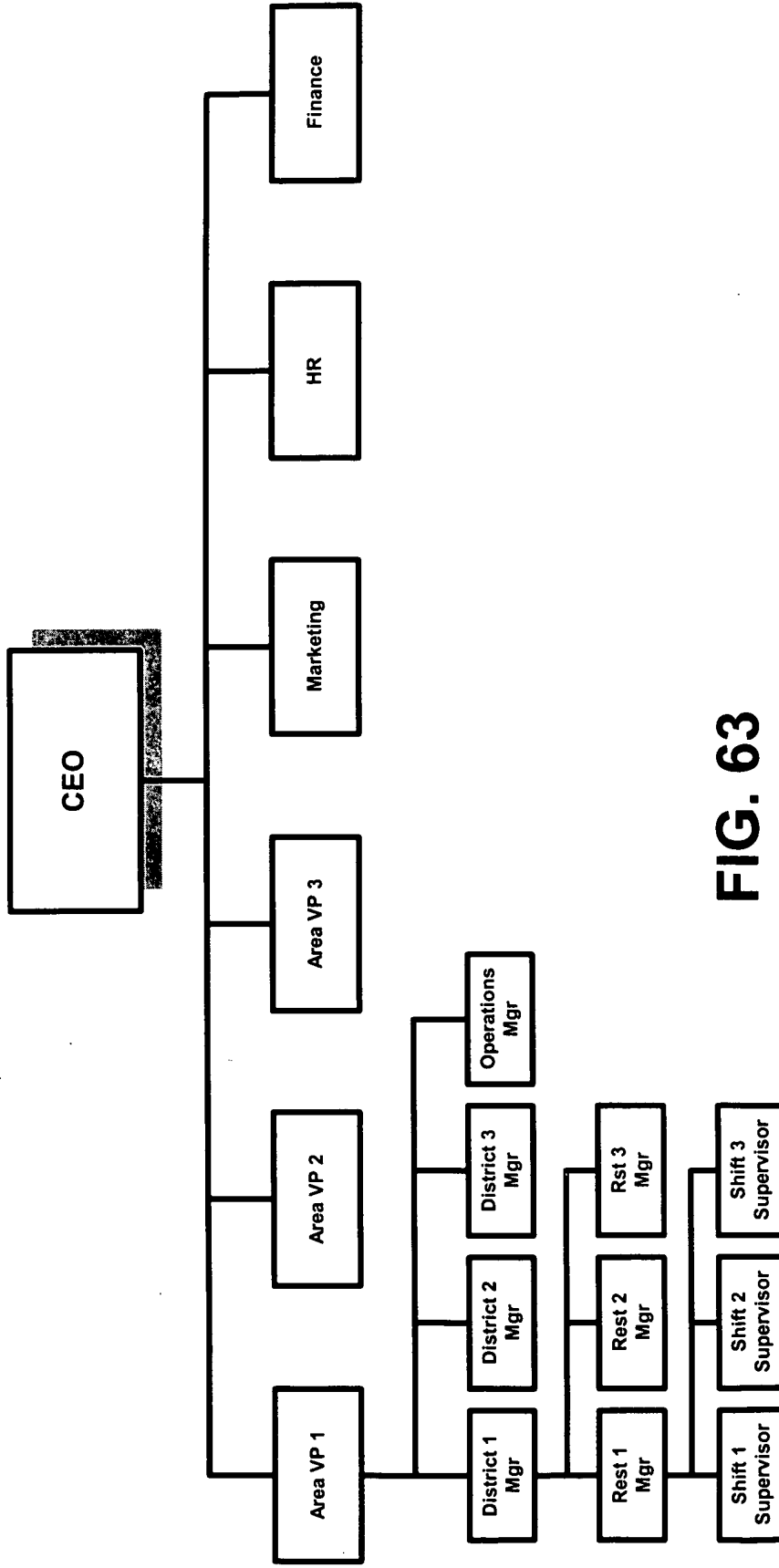


FIG. 63

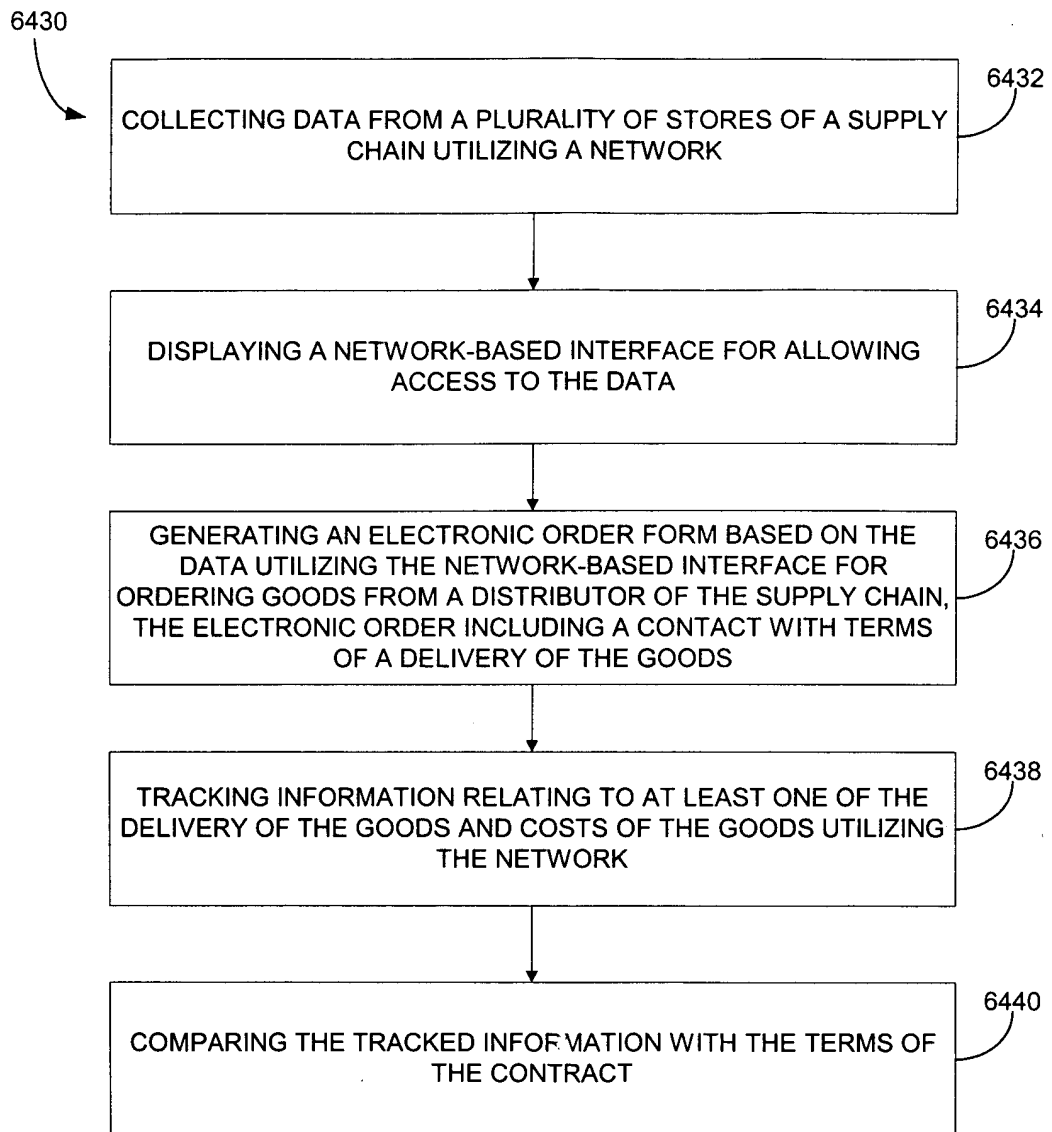


FIG. 64

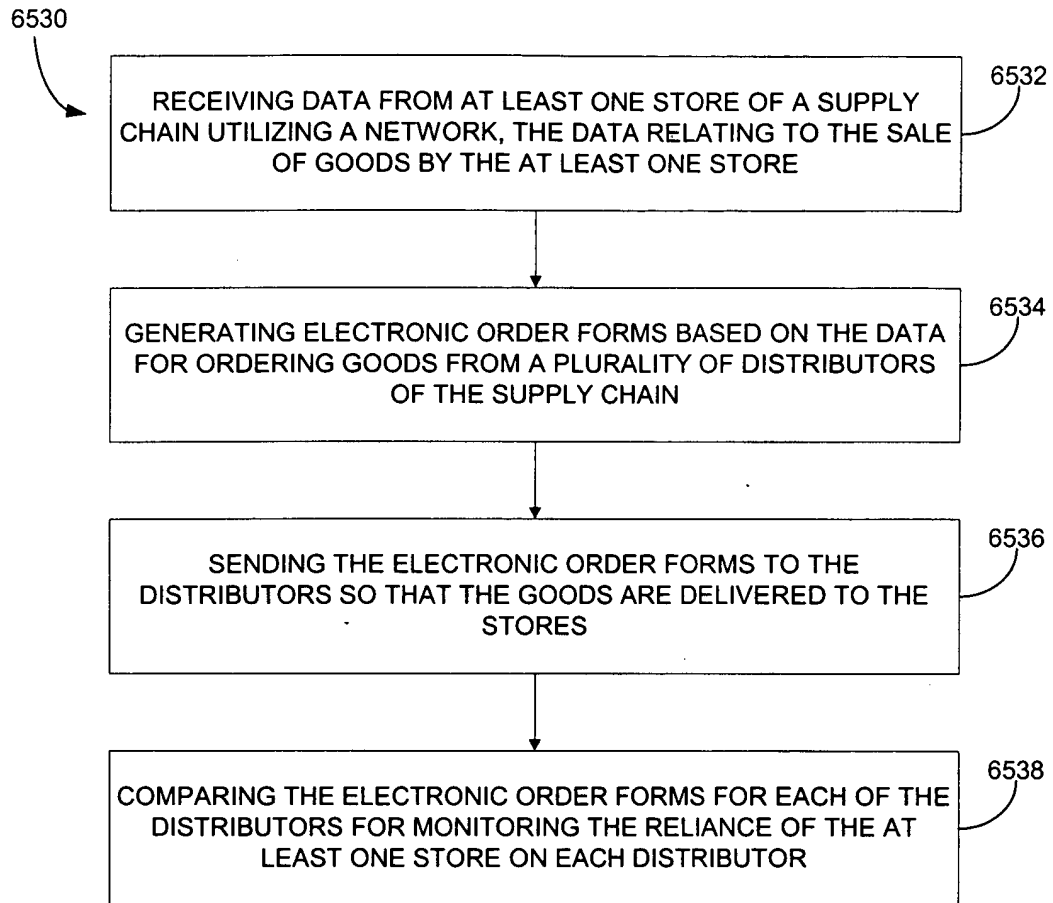


FIG. 65

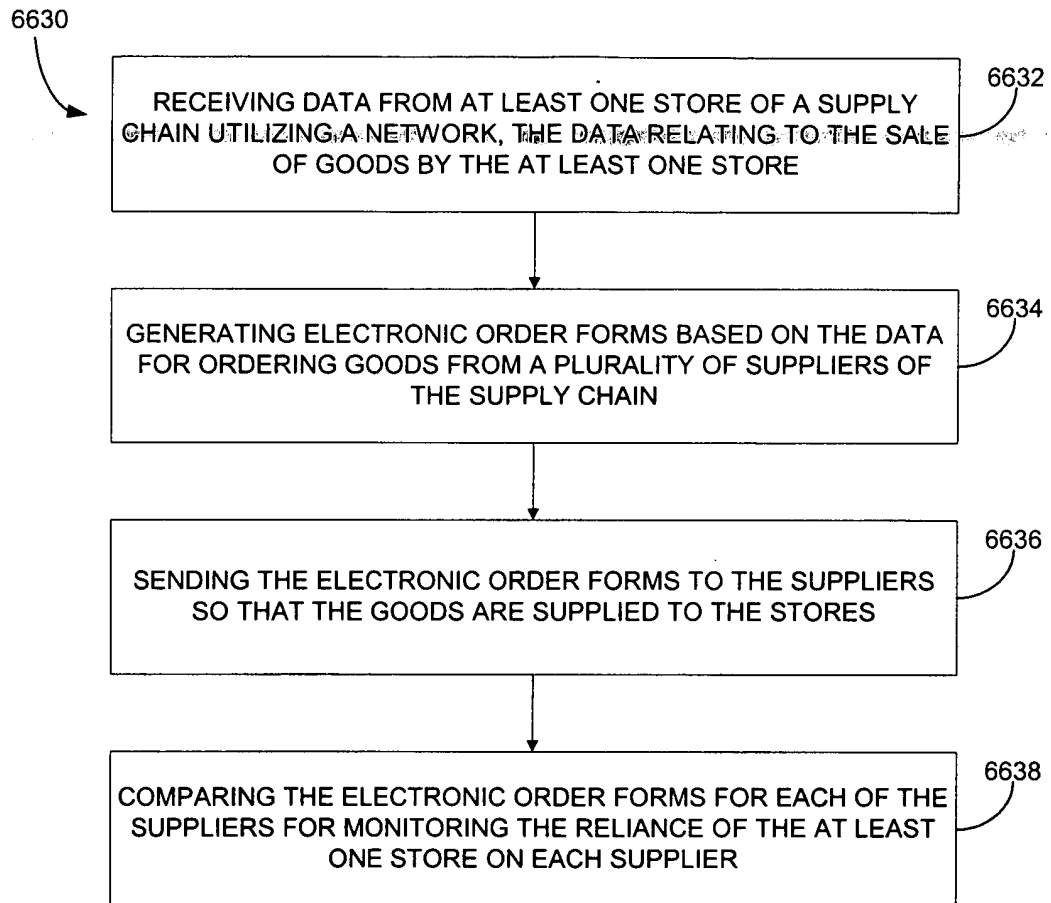


FIG. 66

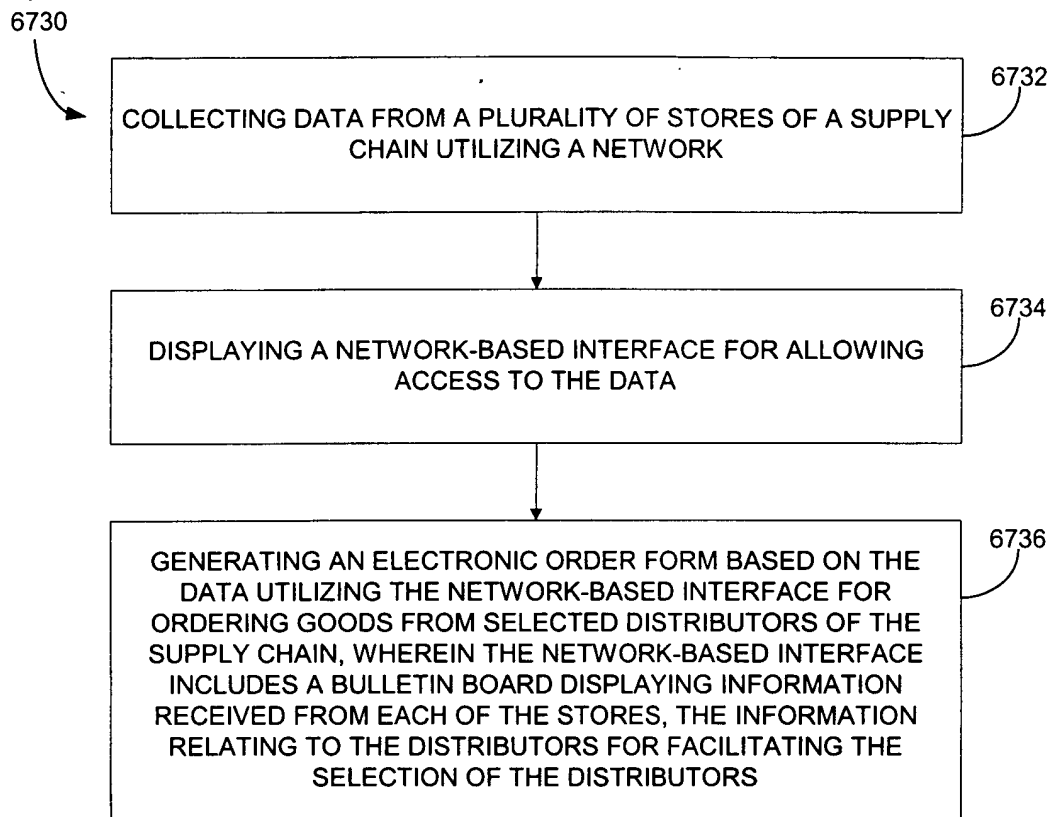


FIG. 67

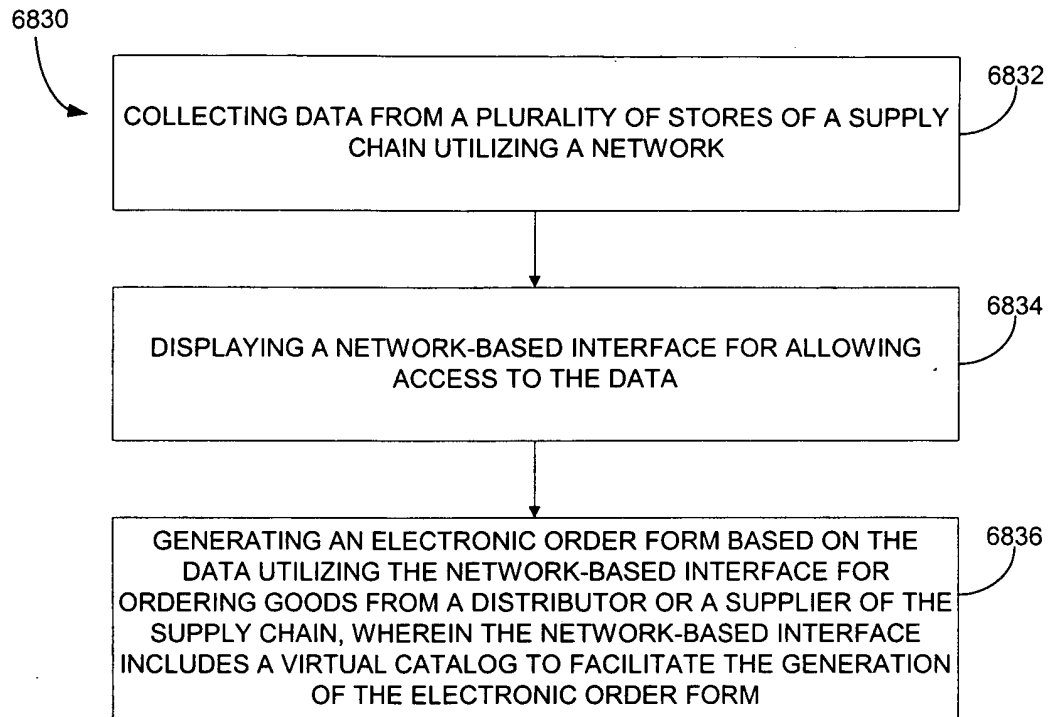


FIG. 68

6900

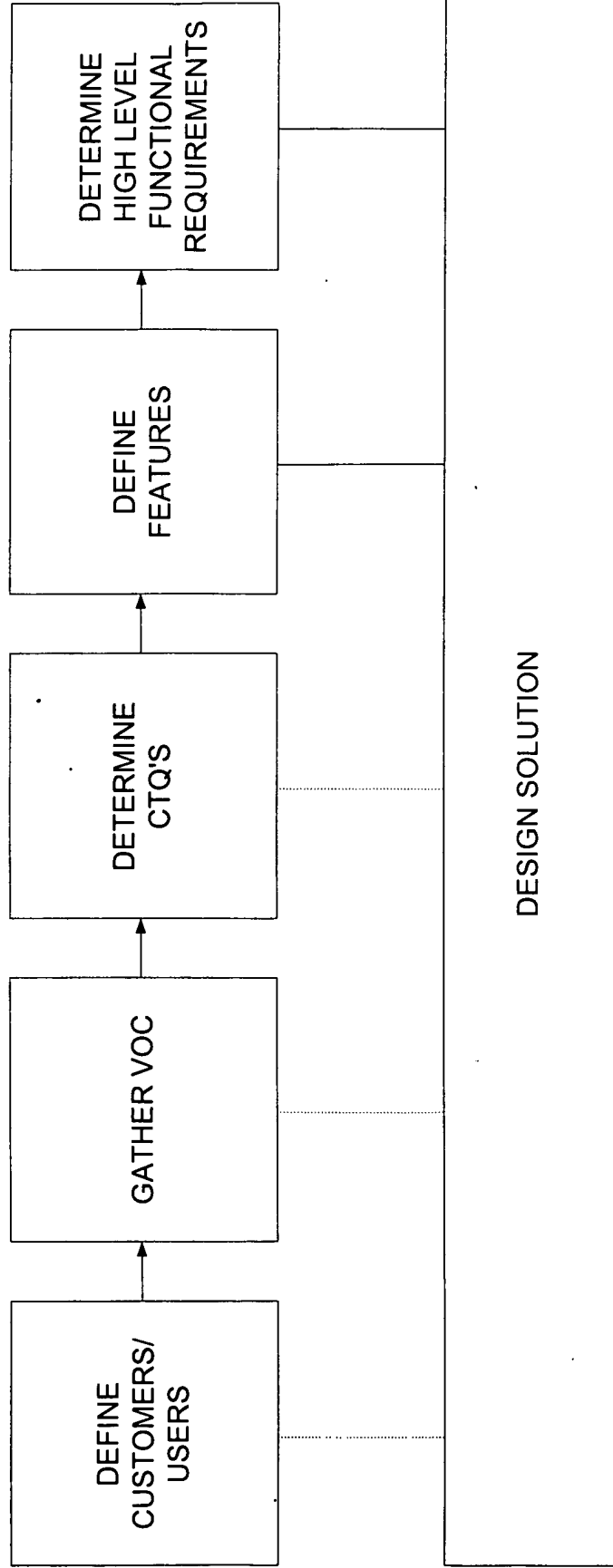


FIG. 69

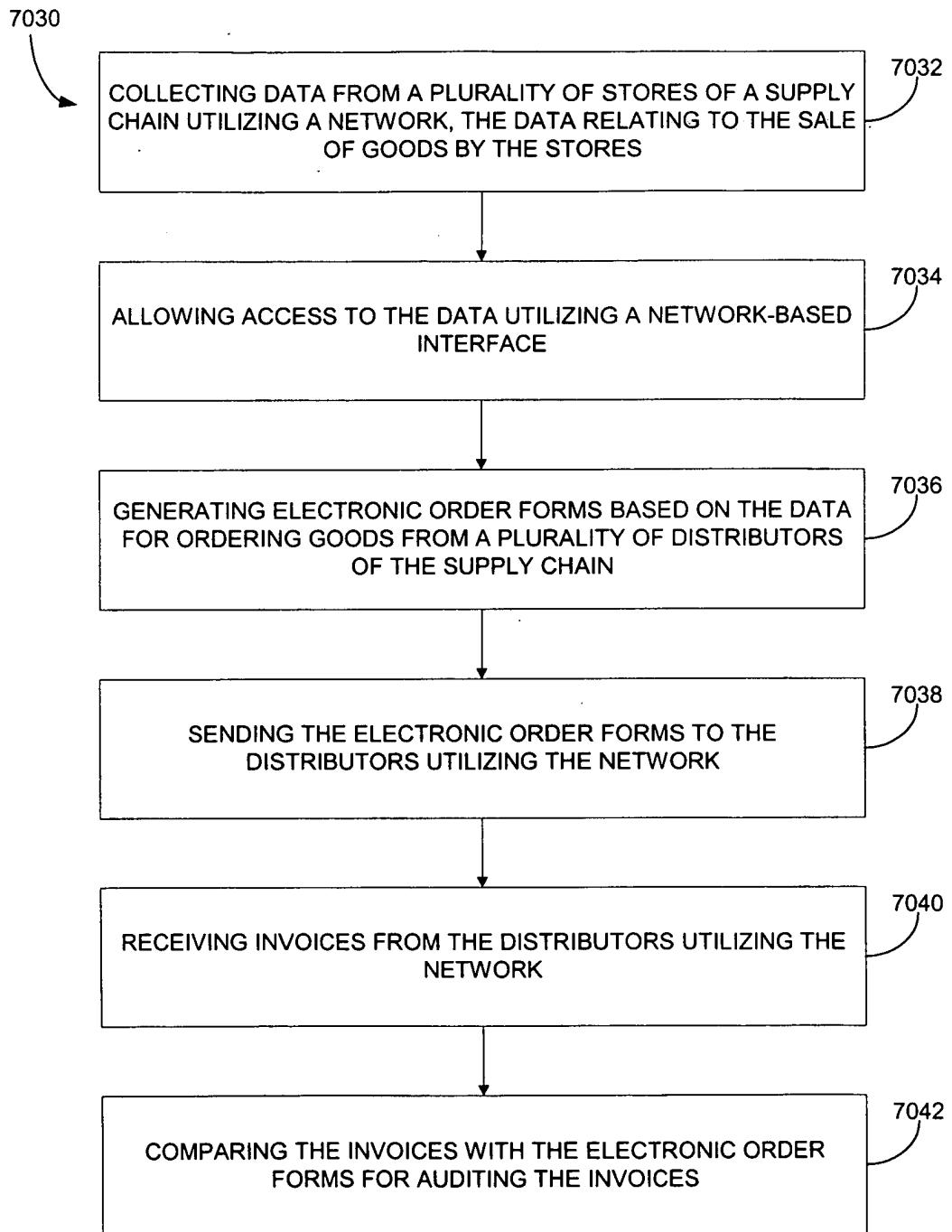


FIG. 70

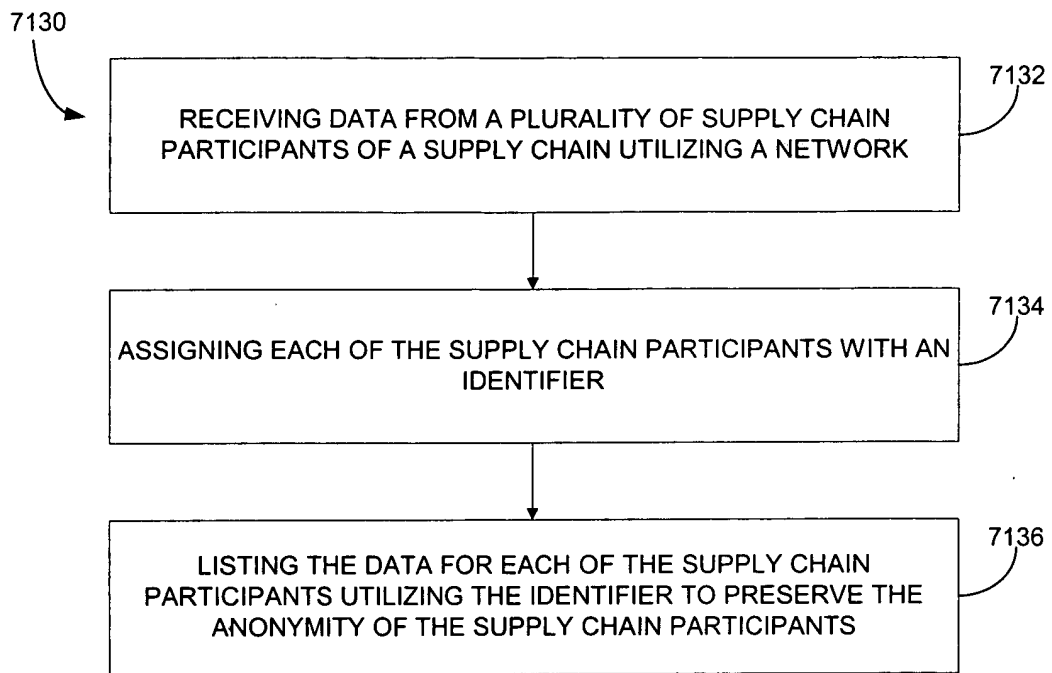


FIG. 71

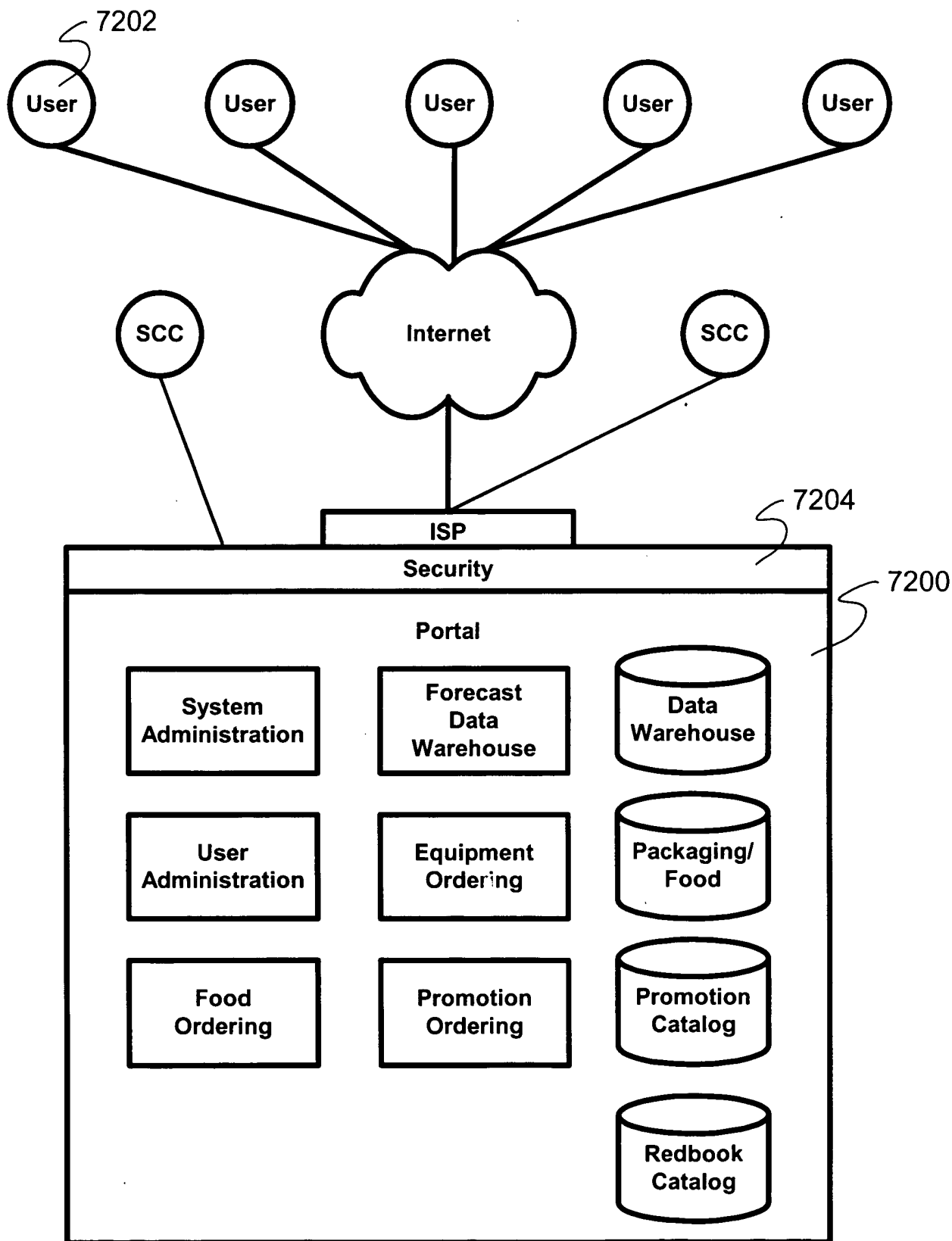


FIG. 72

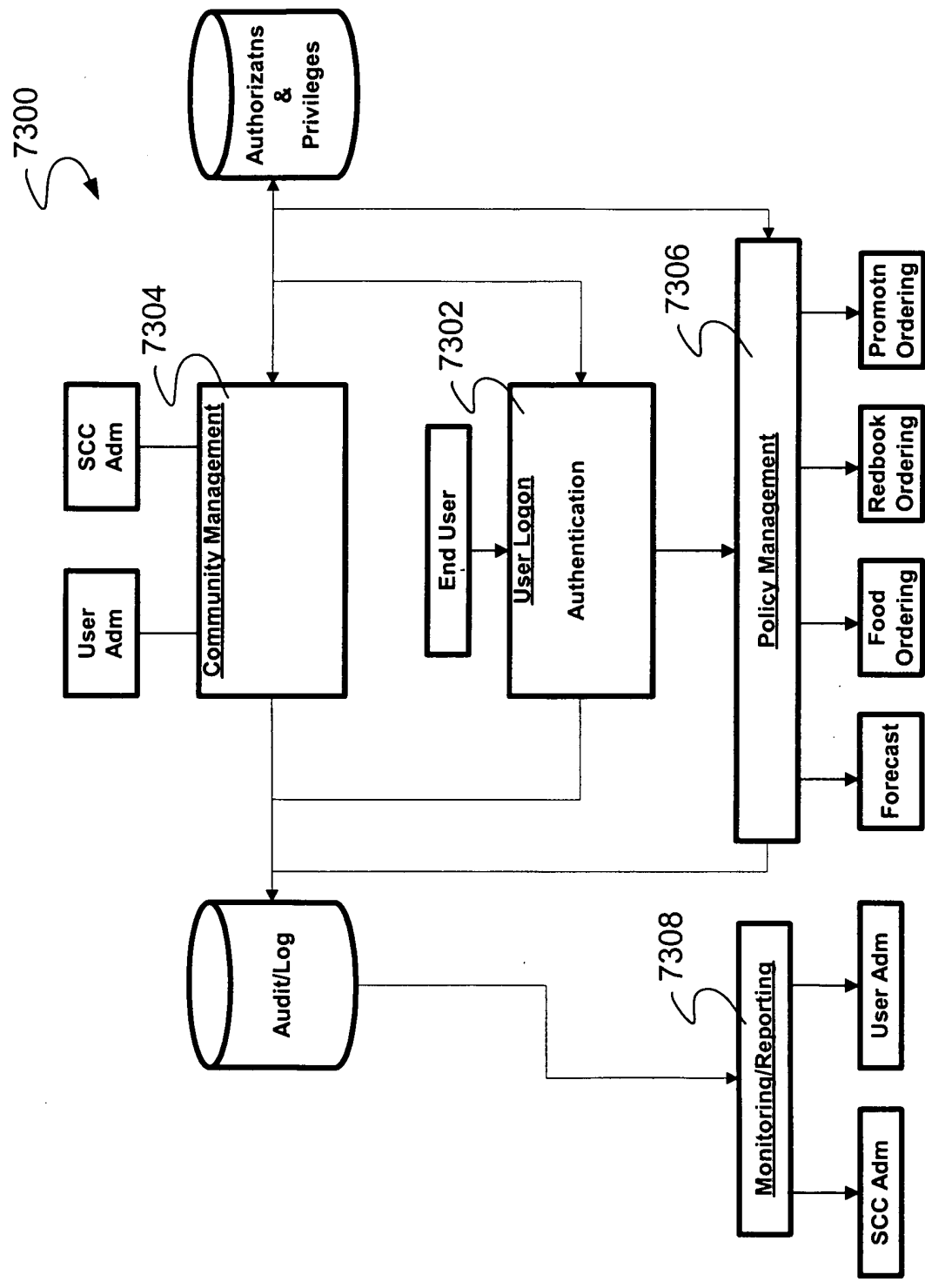


FIG. 73

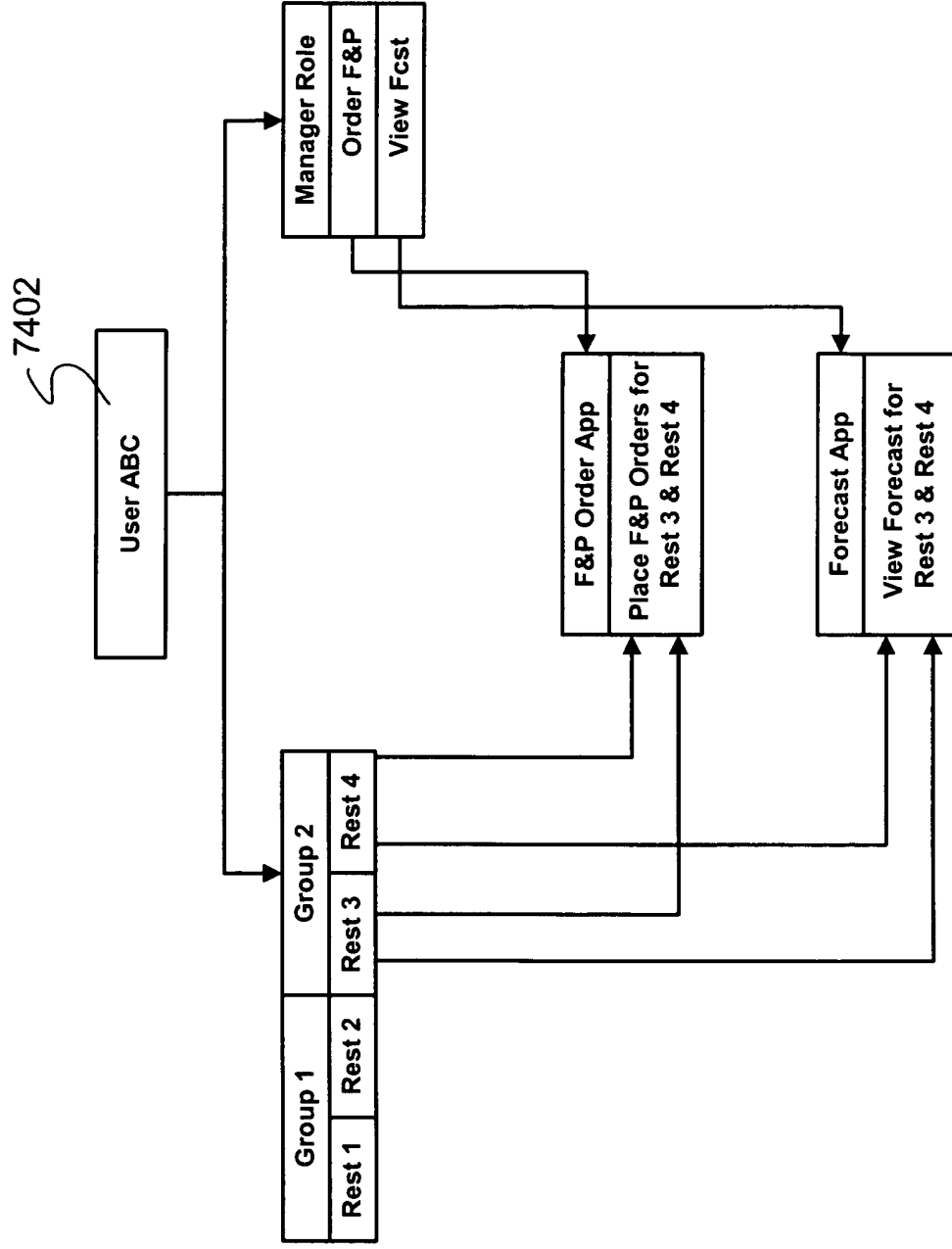


FIG. 74

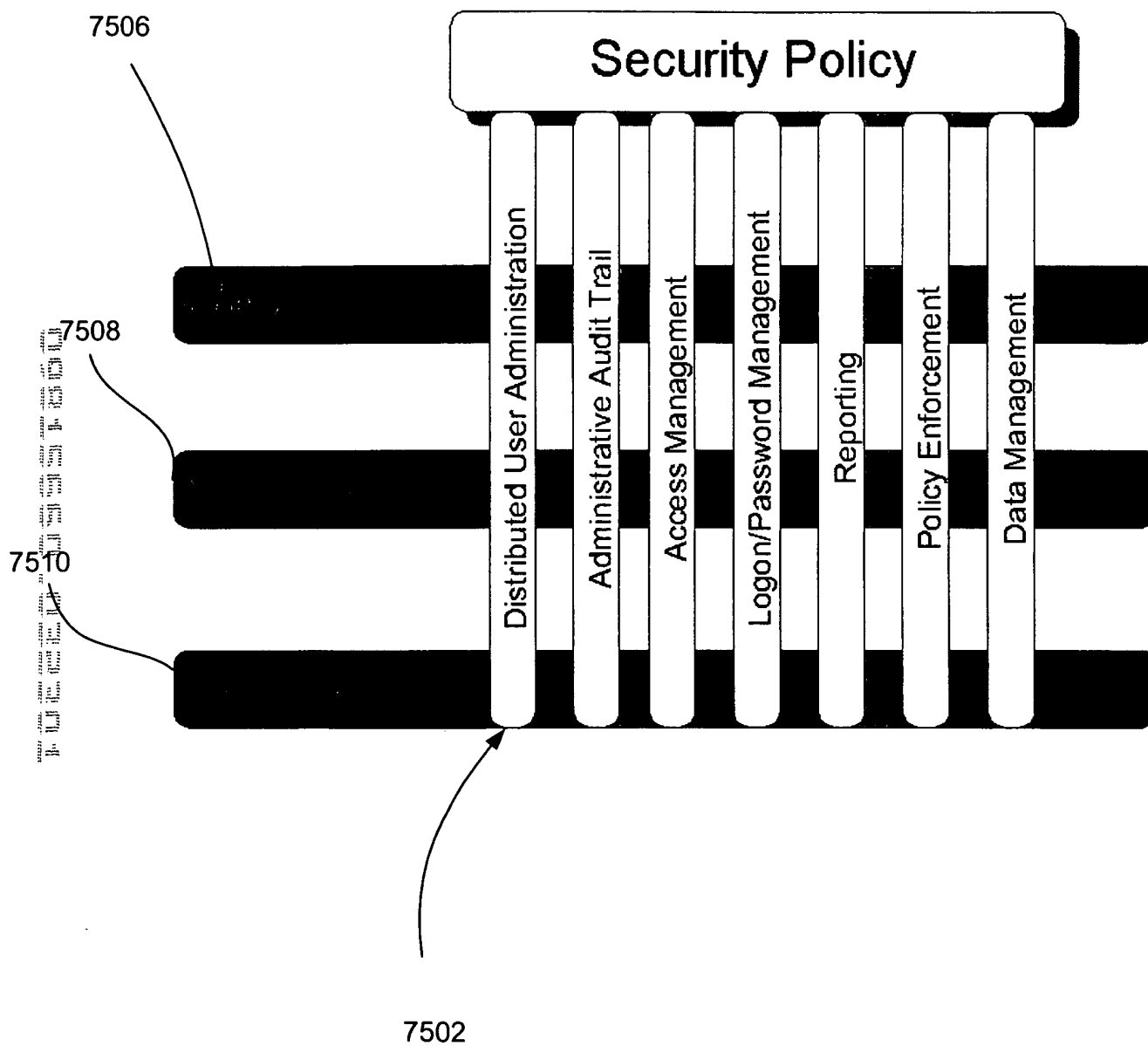


Fig. 75

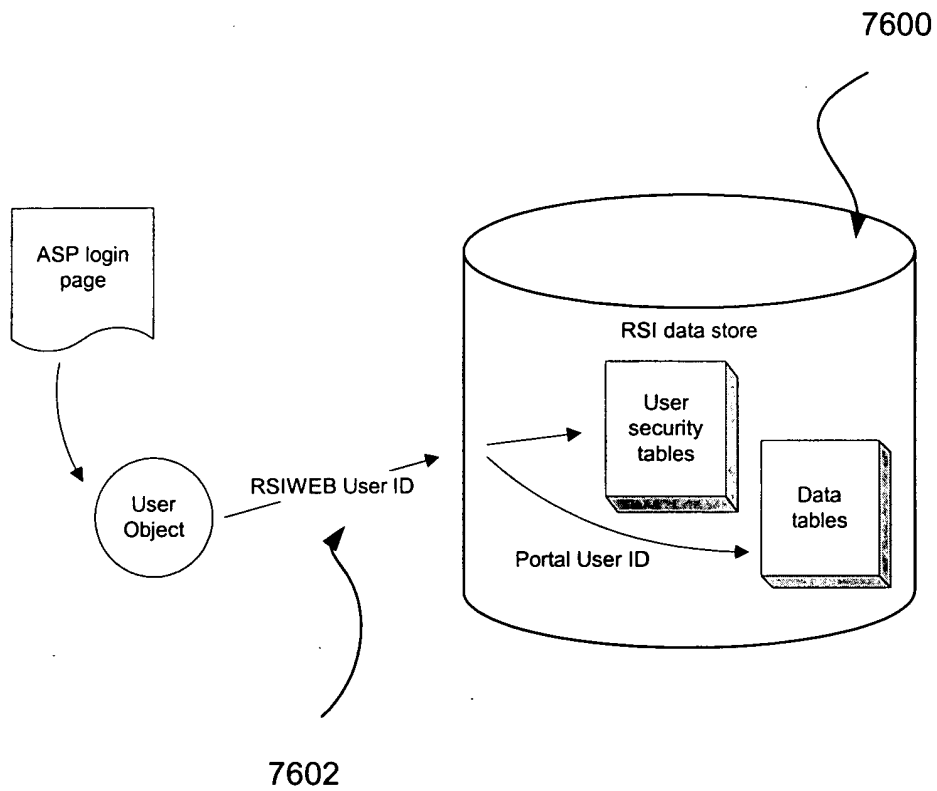


Fig. 76

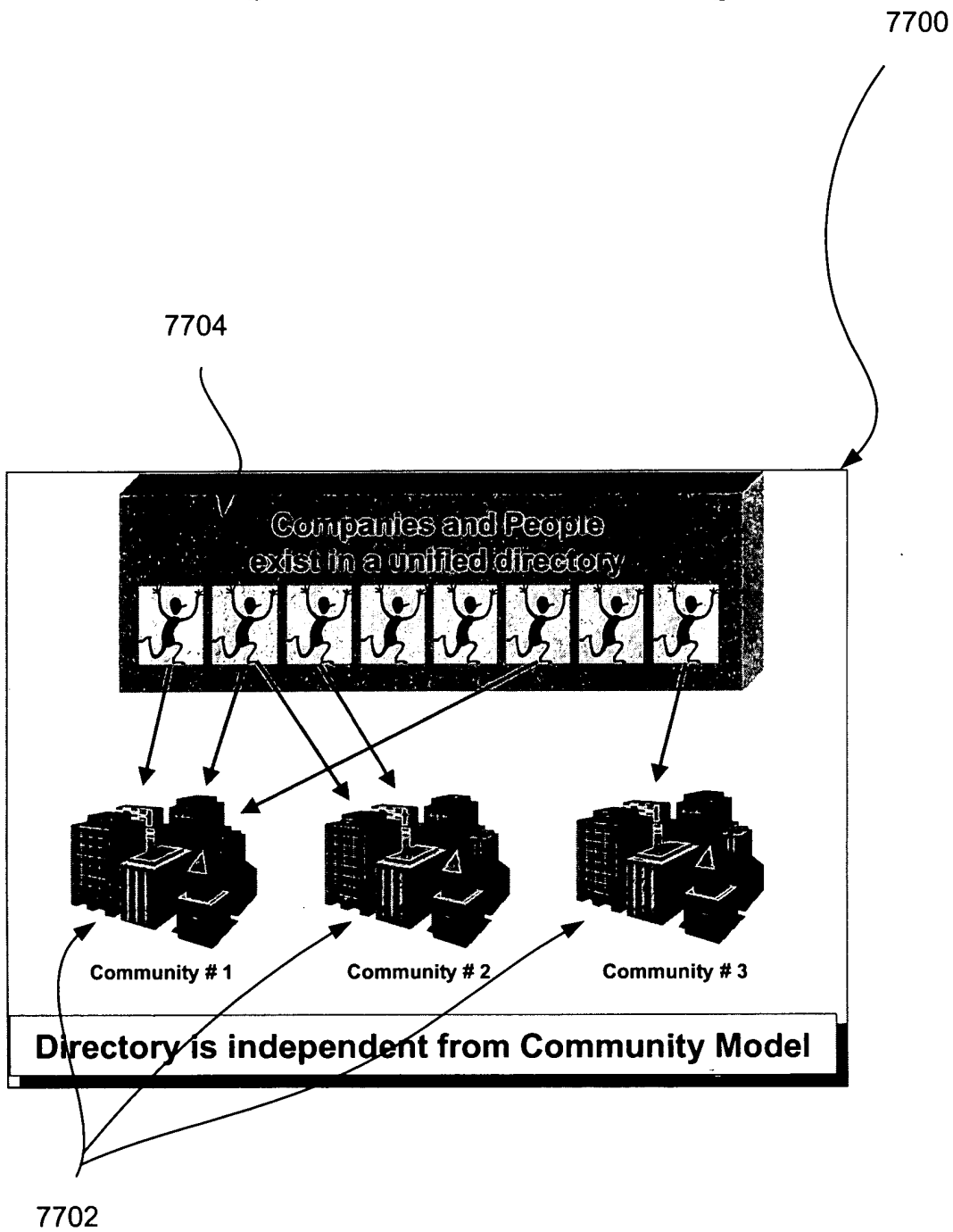


Fig. 77

7800

7802

7804

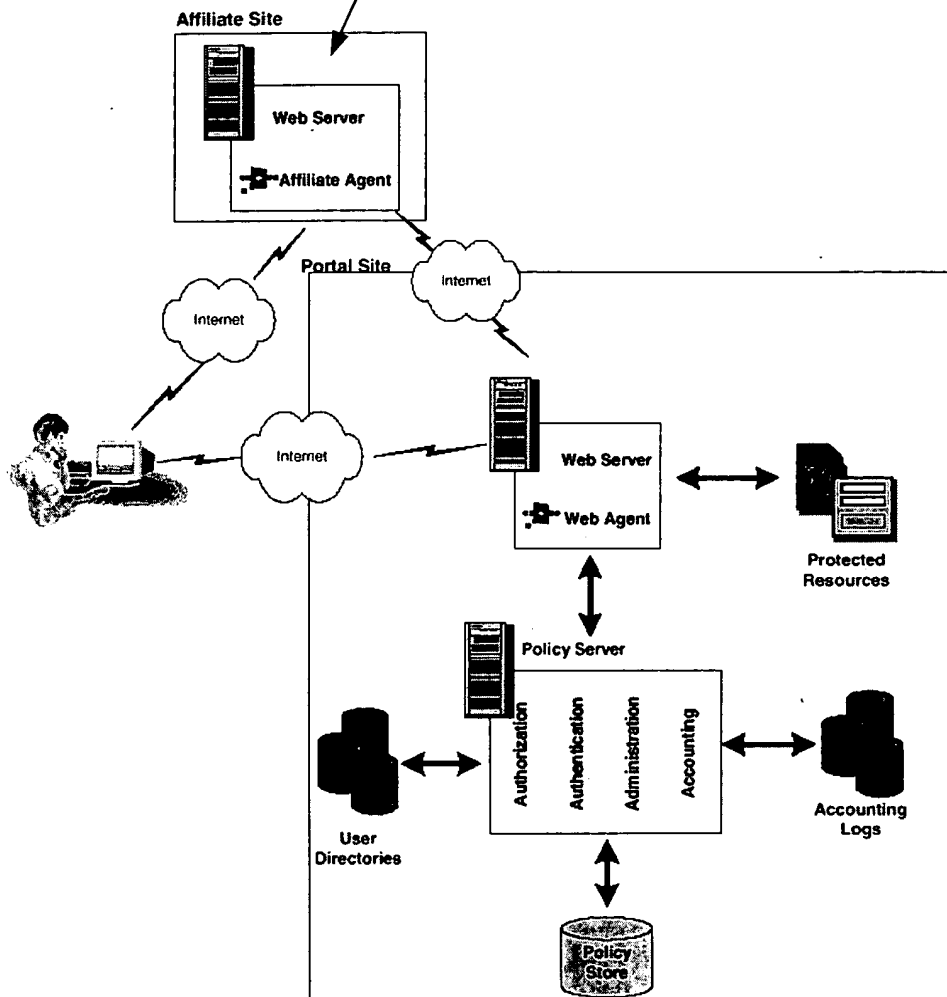


Fig. 78

7900

7902

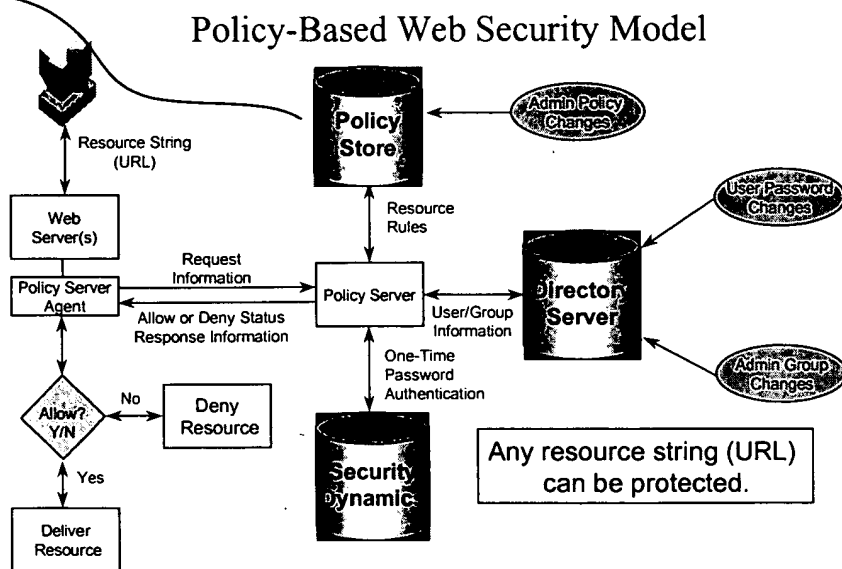


Fig. 79

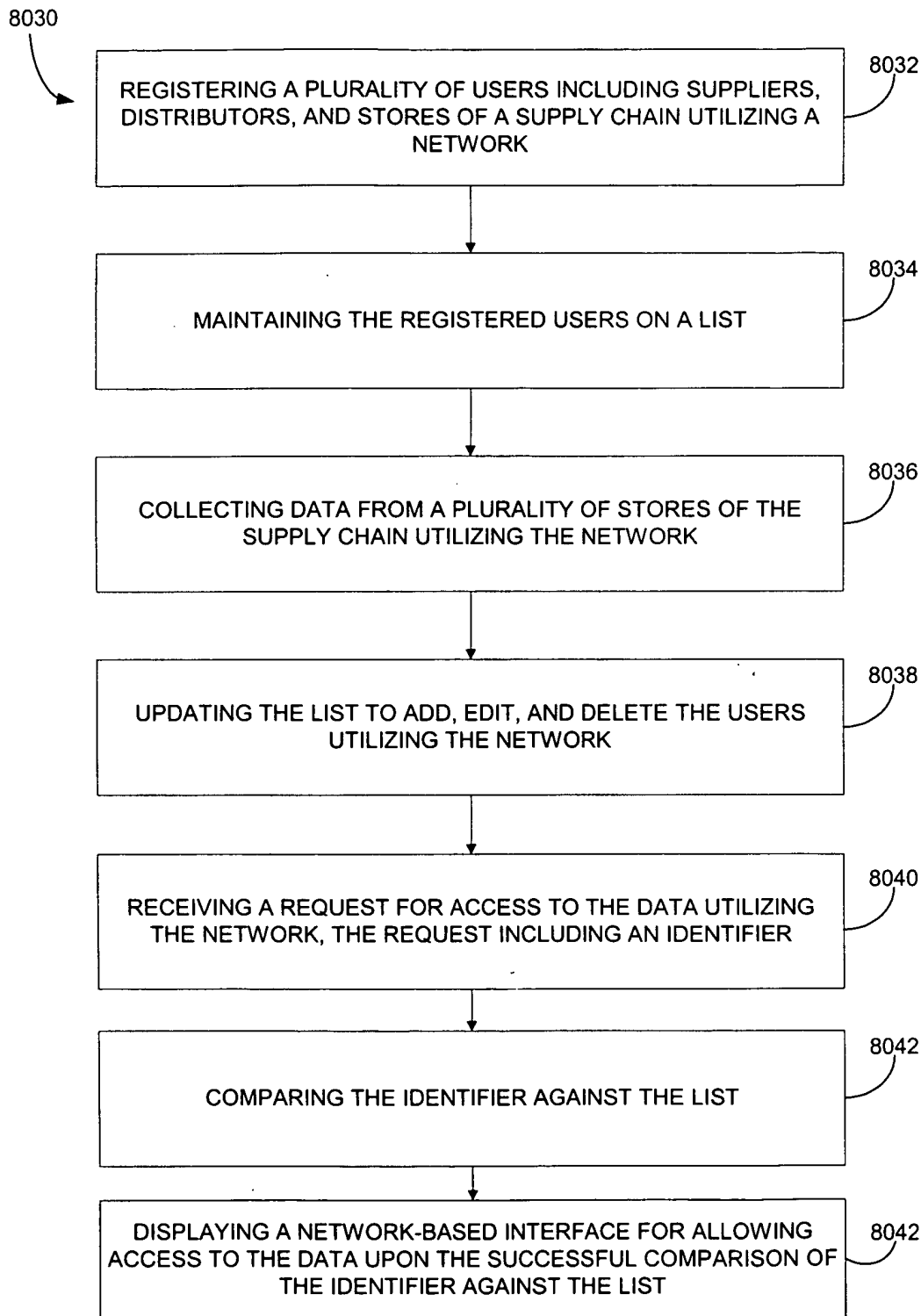


FIG. 80

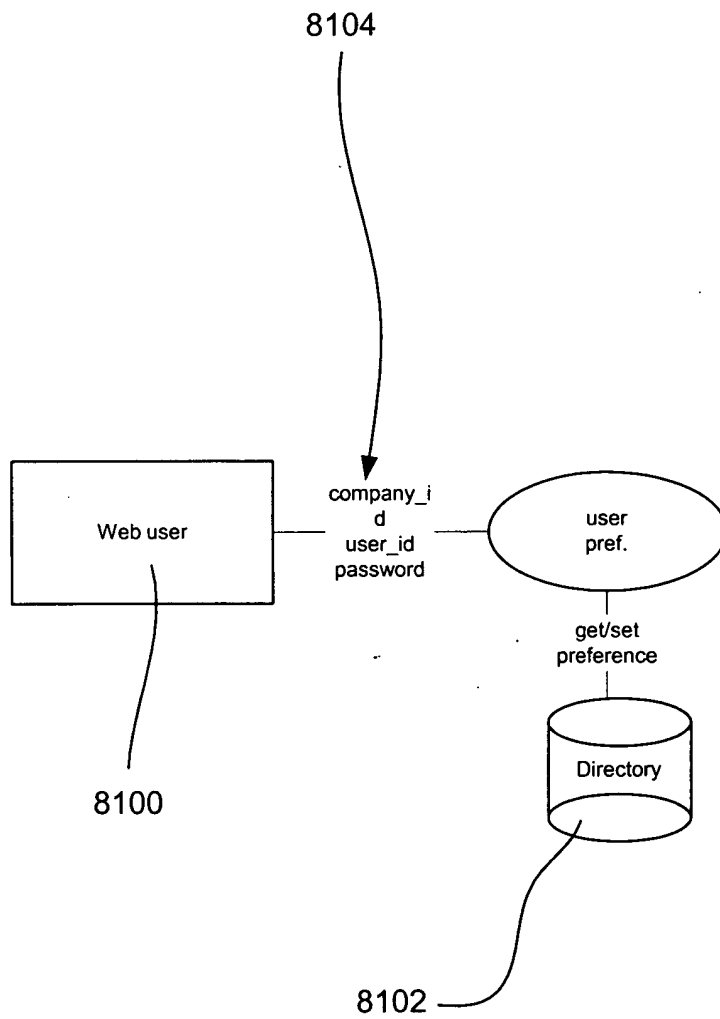


Fig. 81

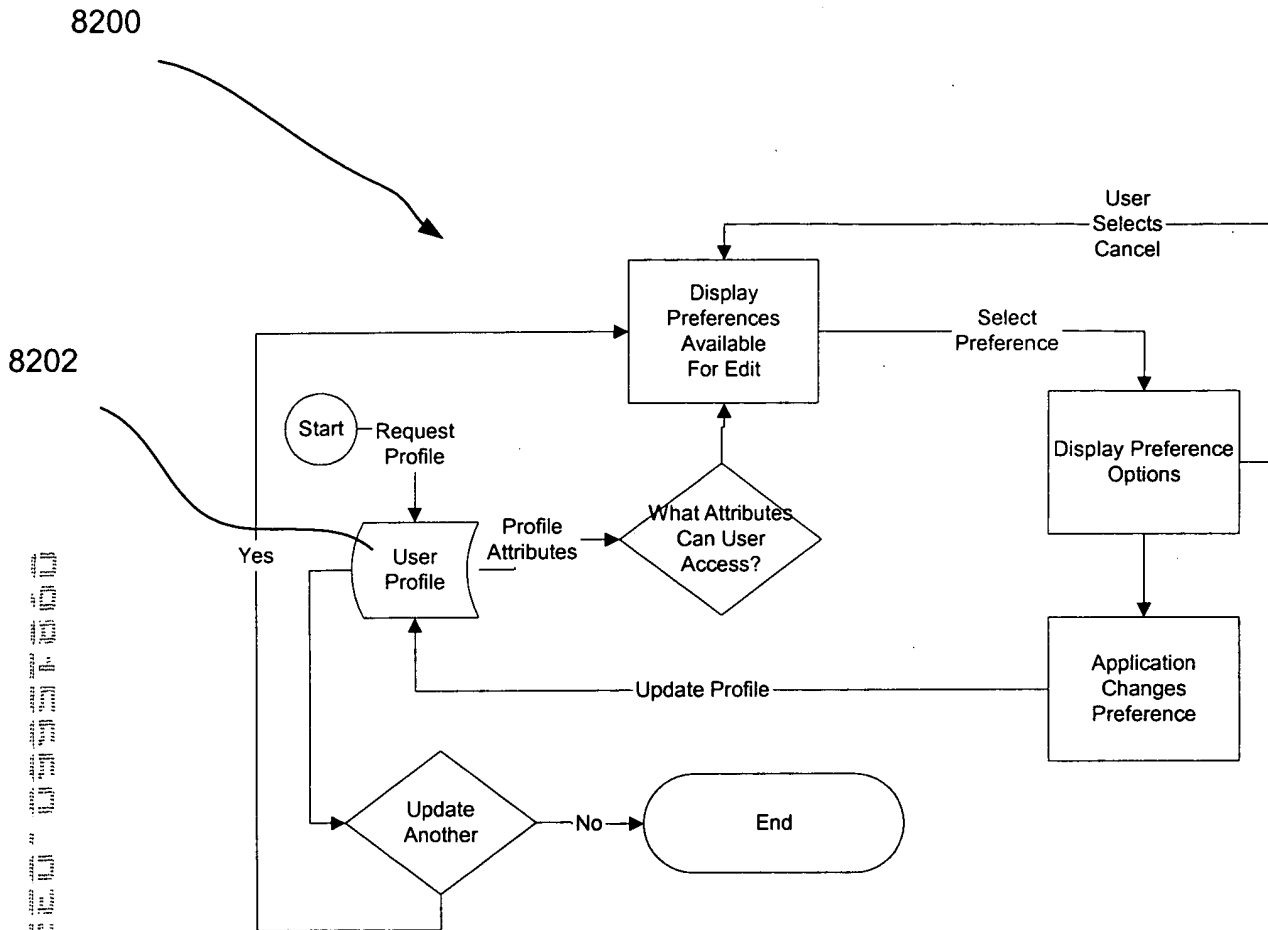


Fig. 82

8404

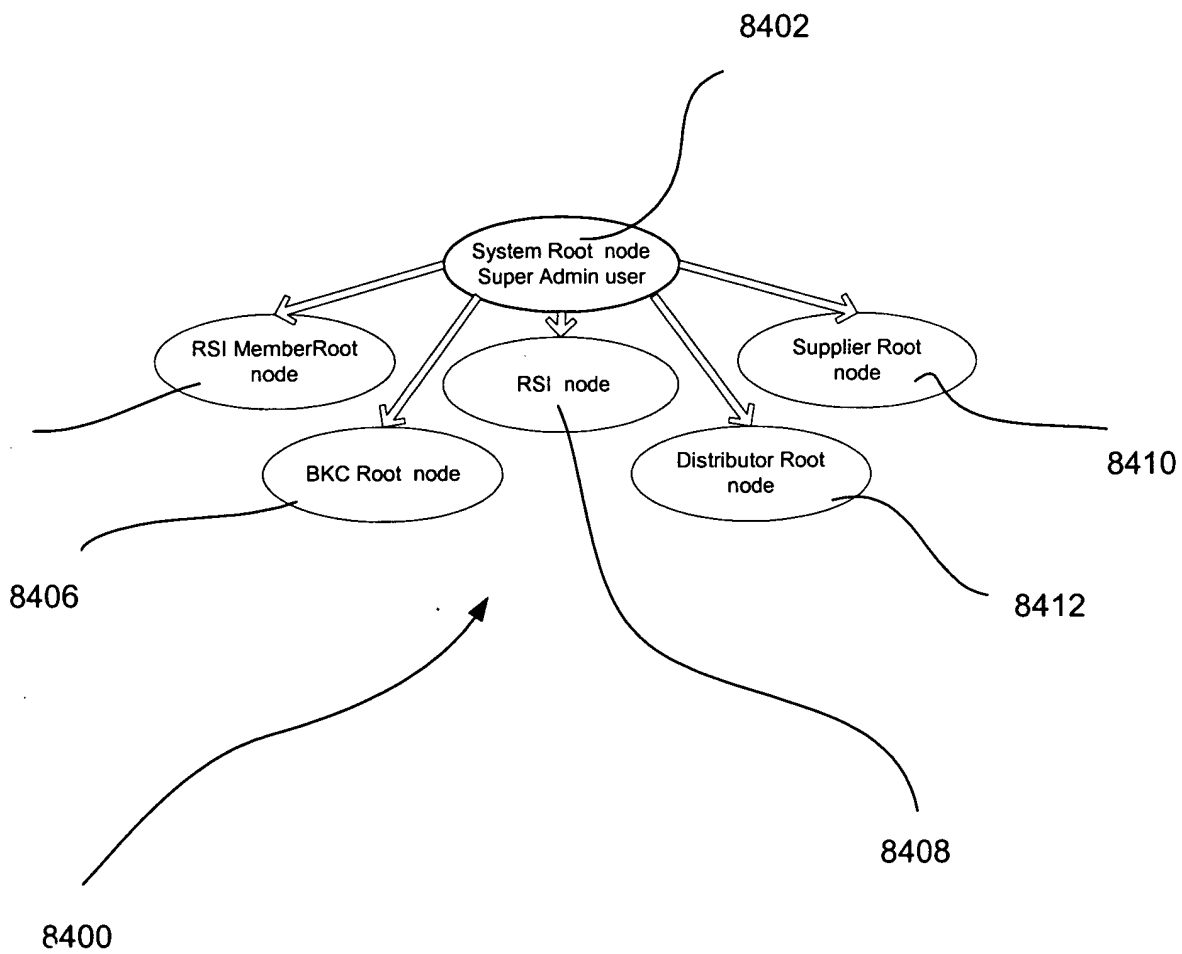


Fig. 84

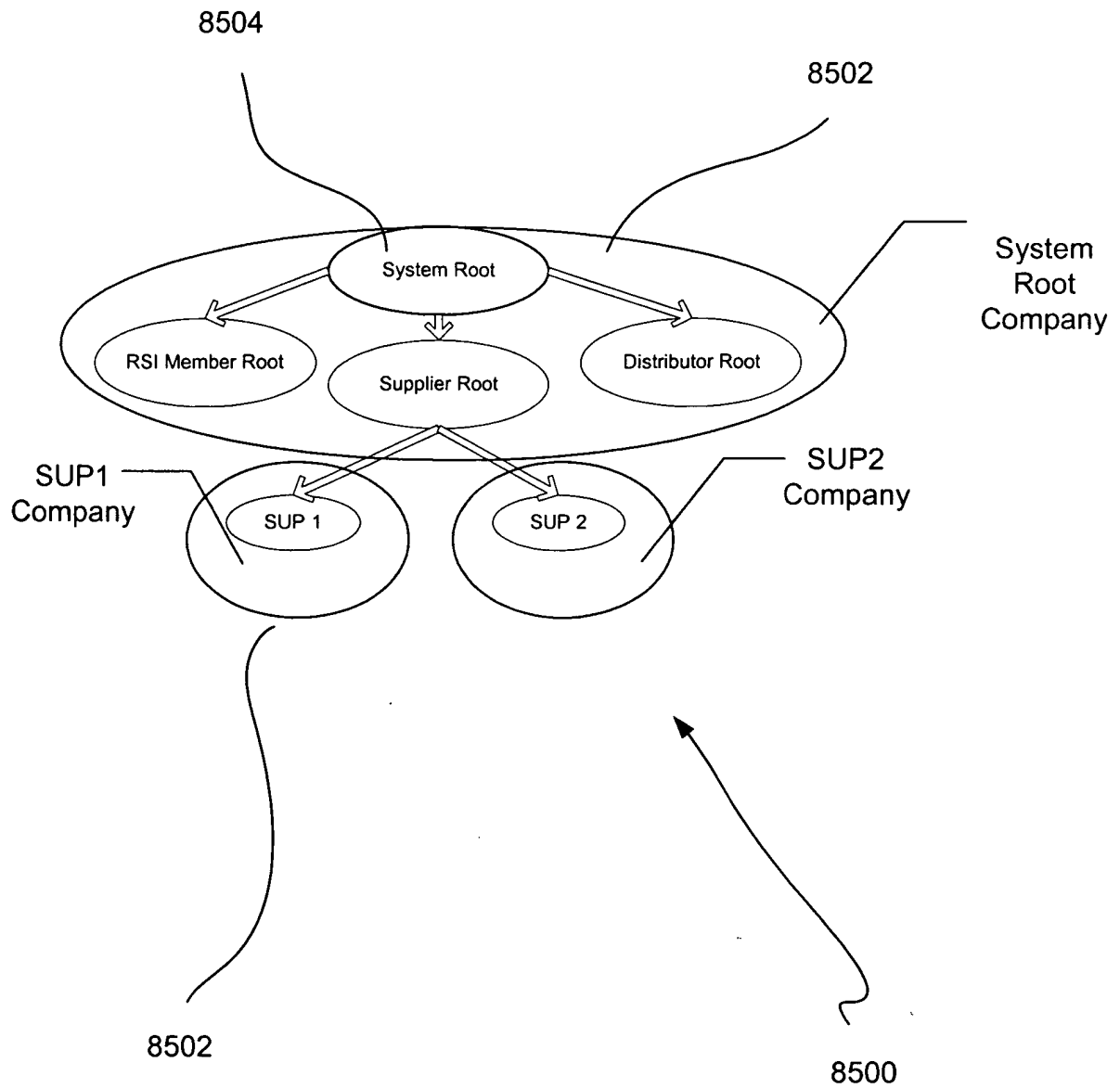


Fig. 85

8600

8602

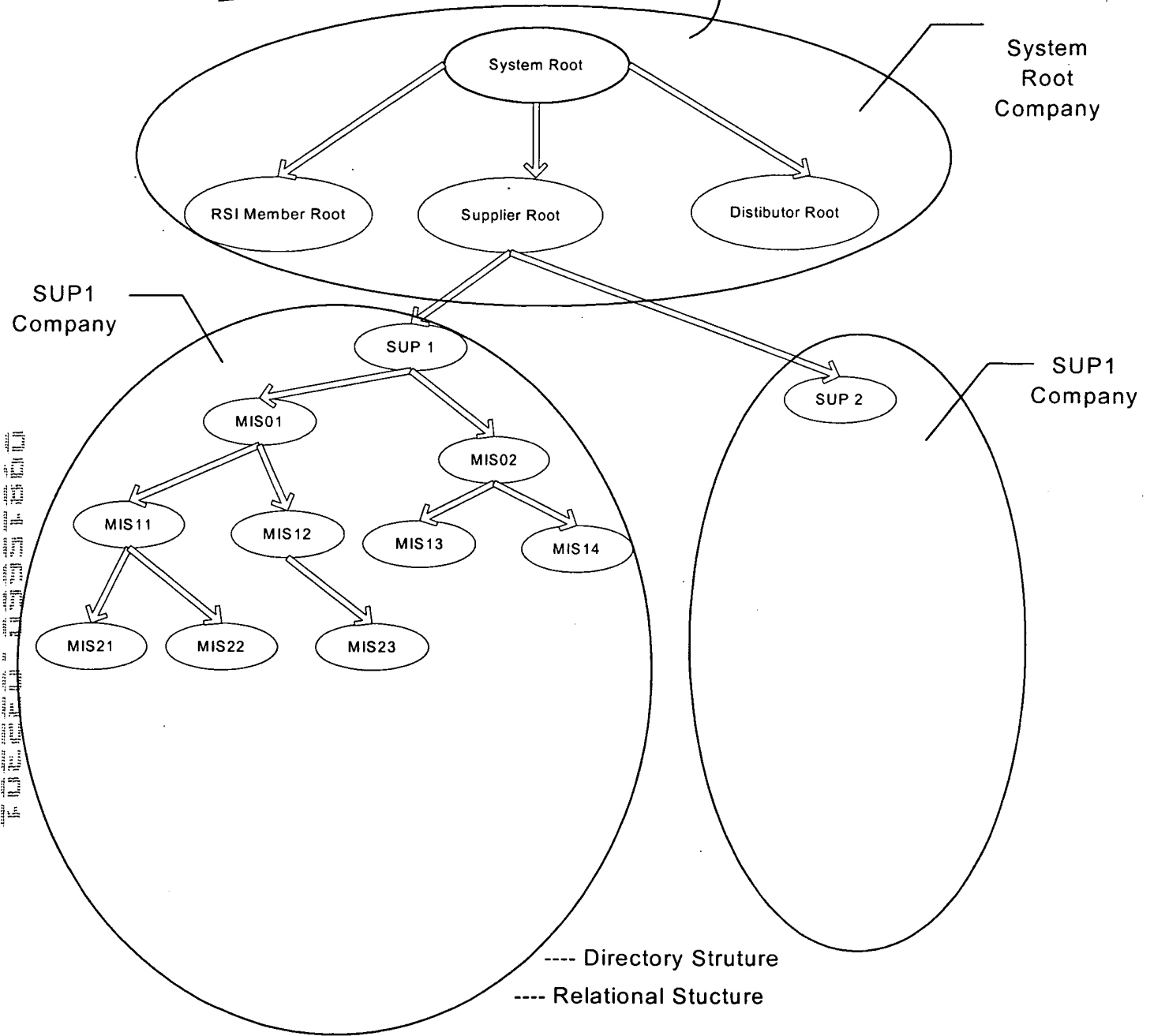
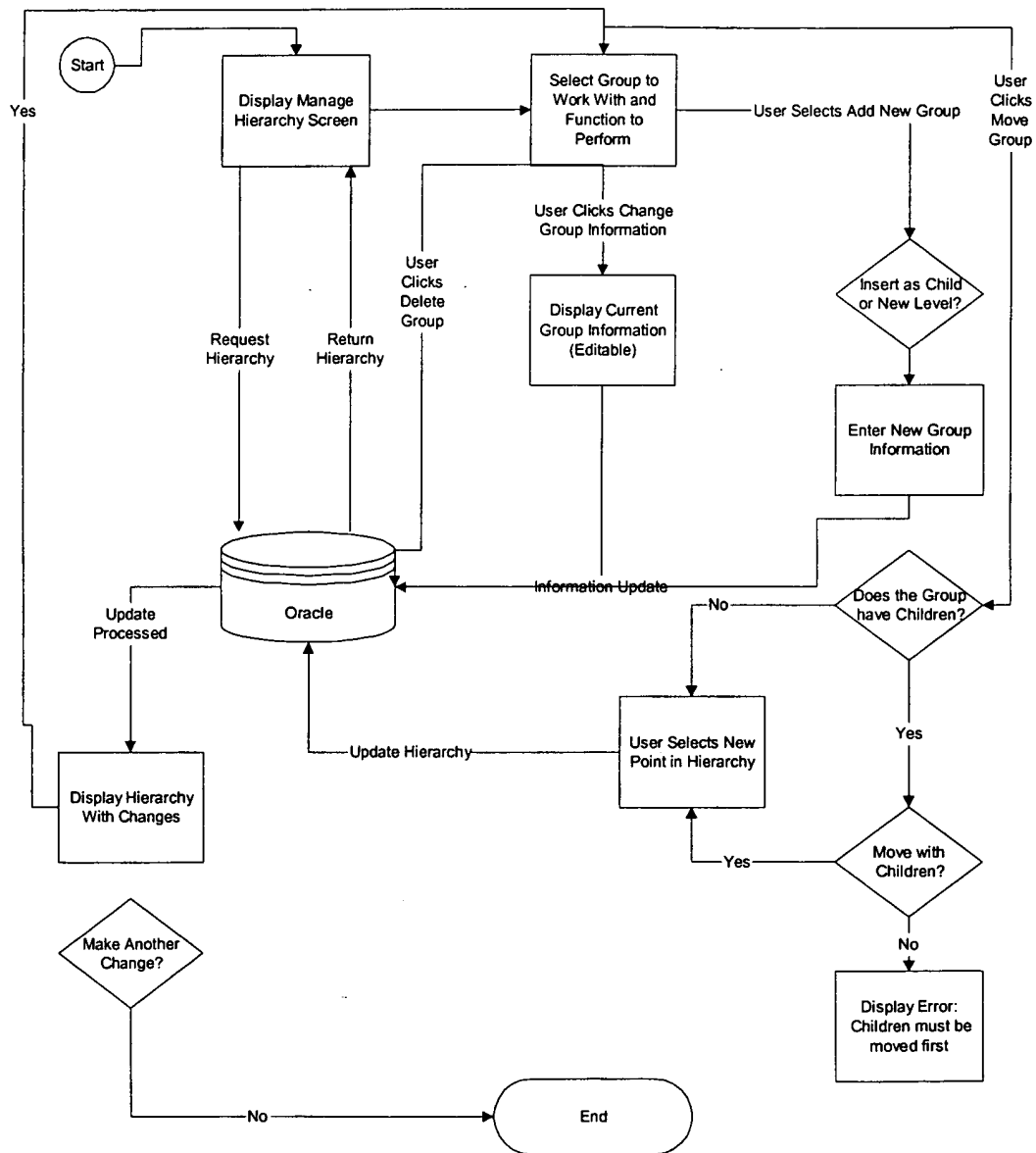


Fig. 86

8700

Group Hierarchy Management: Data Flow**Fig. 87**

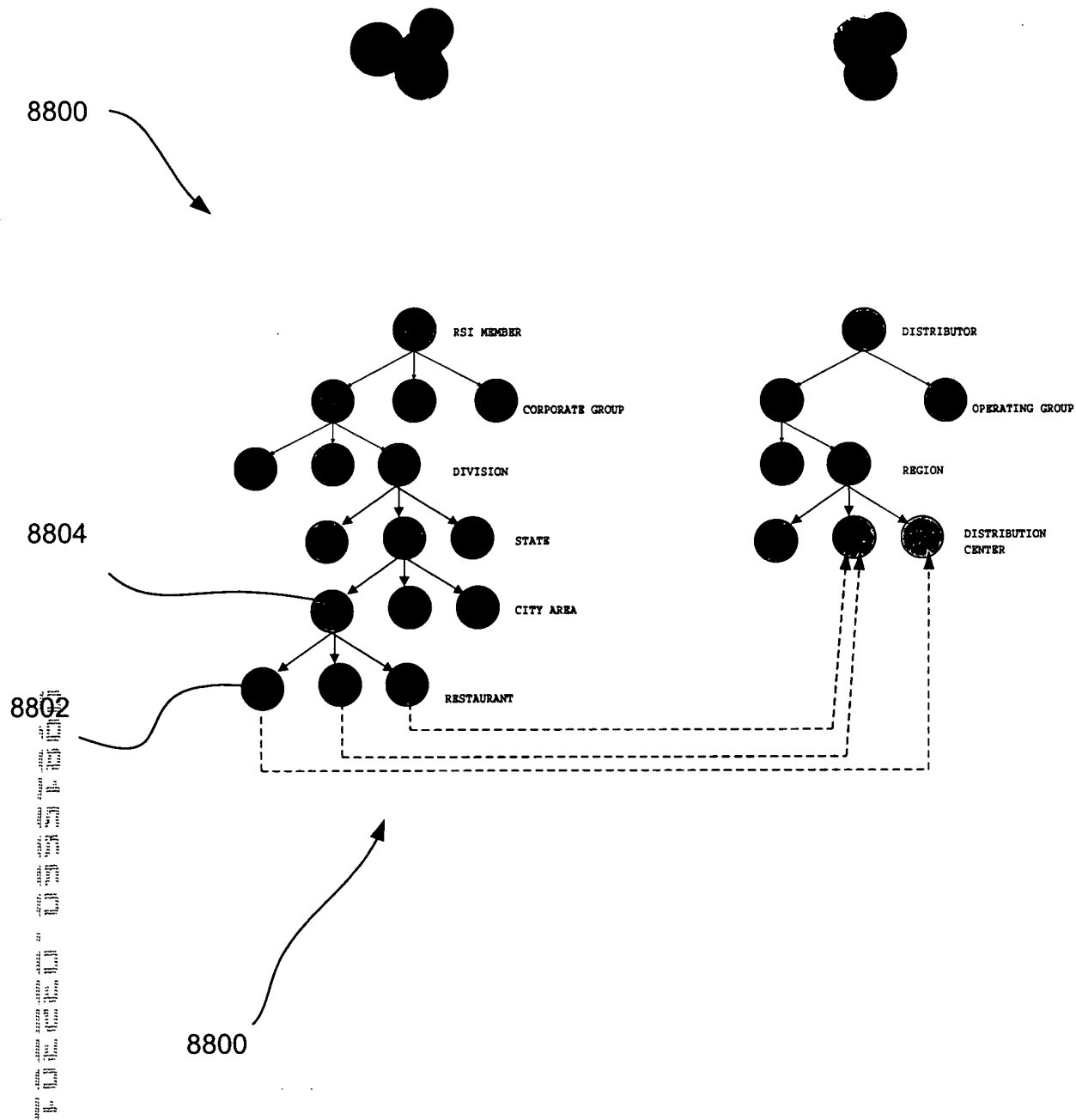


Fig. 88

8902

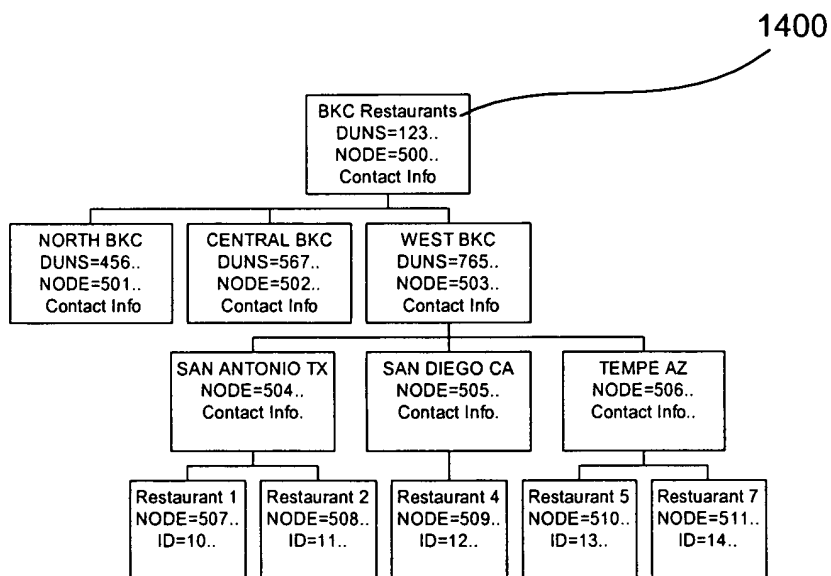


Fig. 89

9000

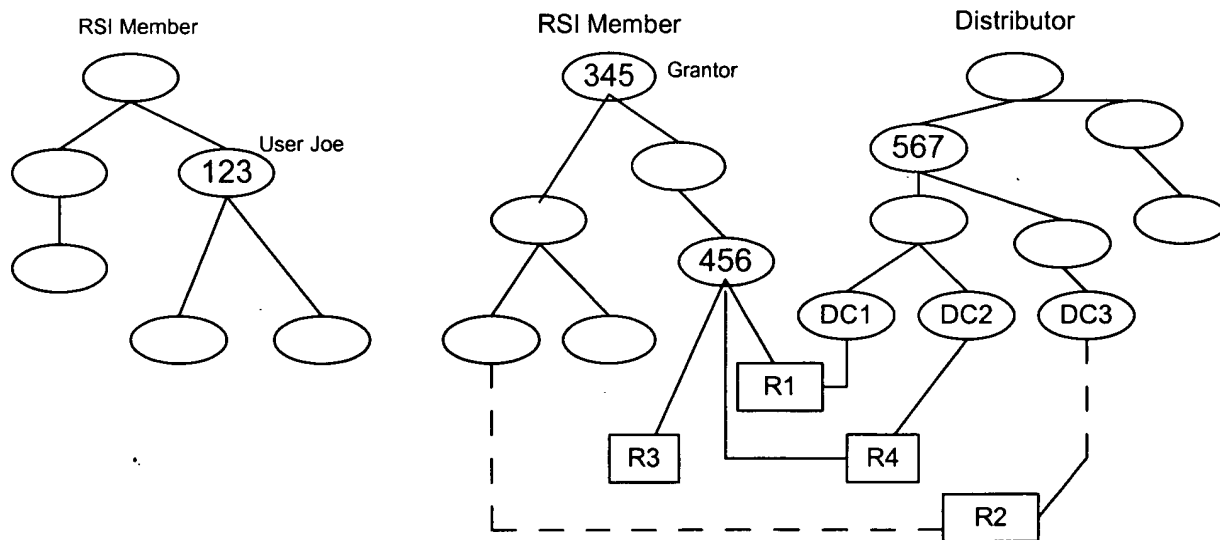


FIG. 90

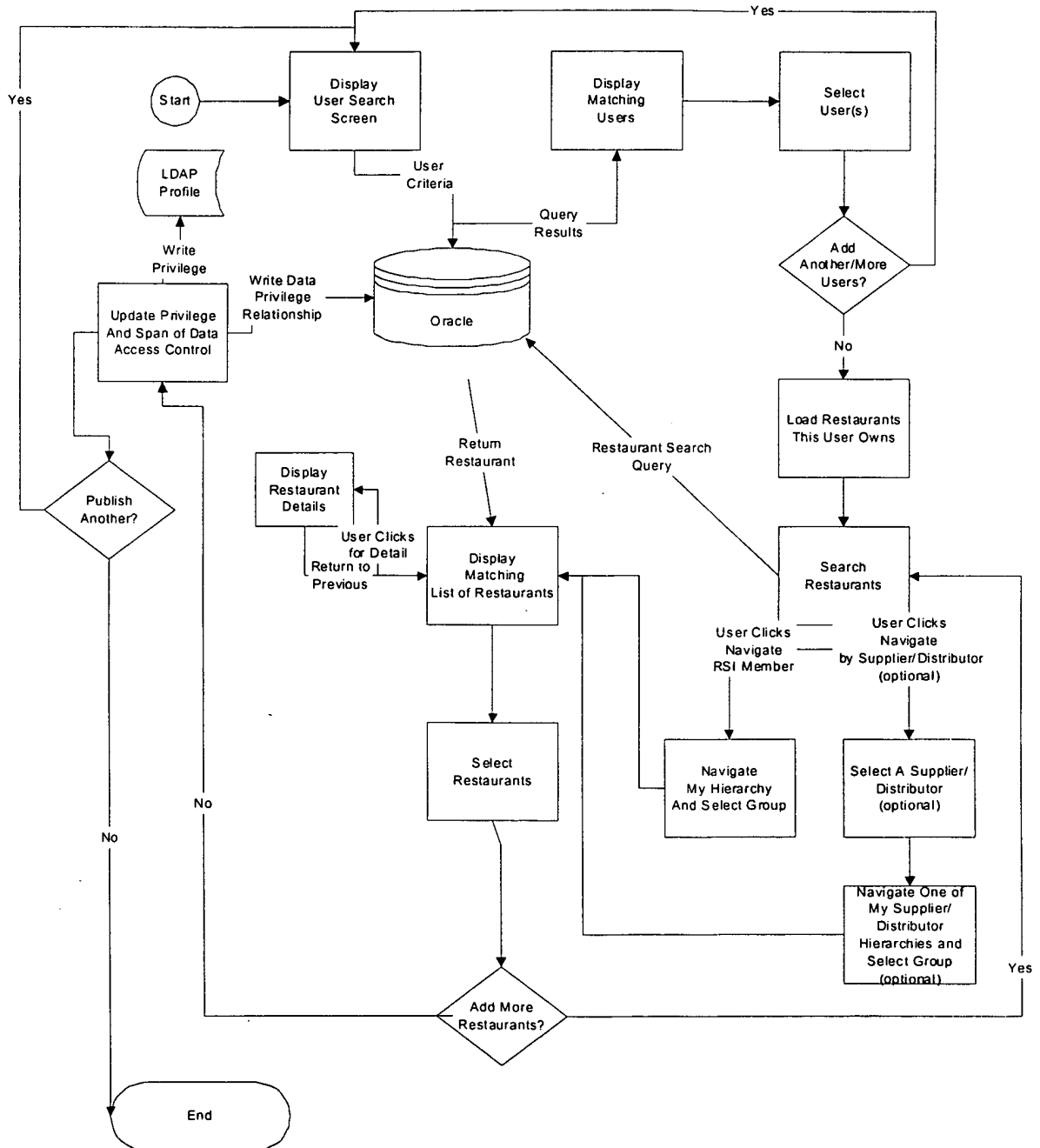


Fig. 91

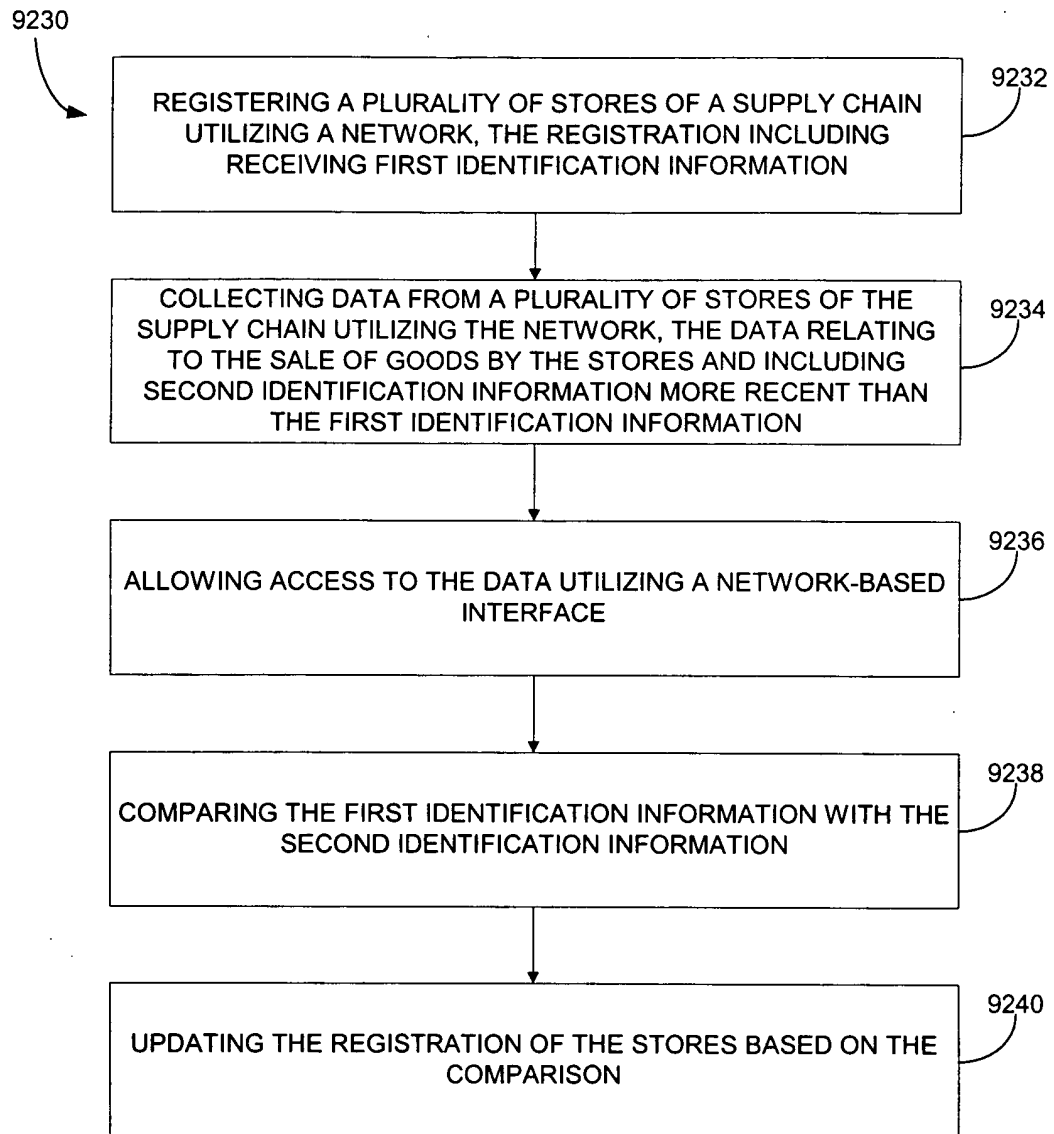


FIG. 92

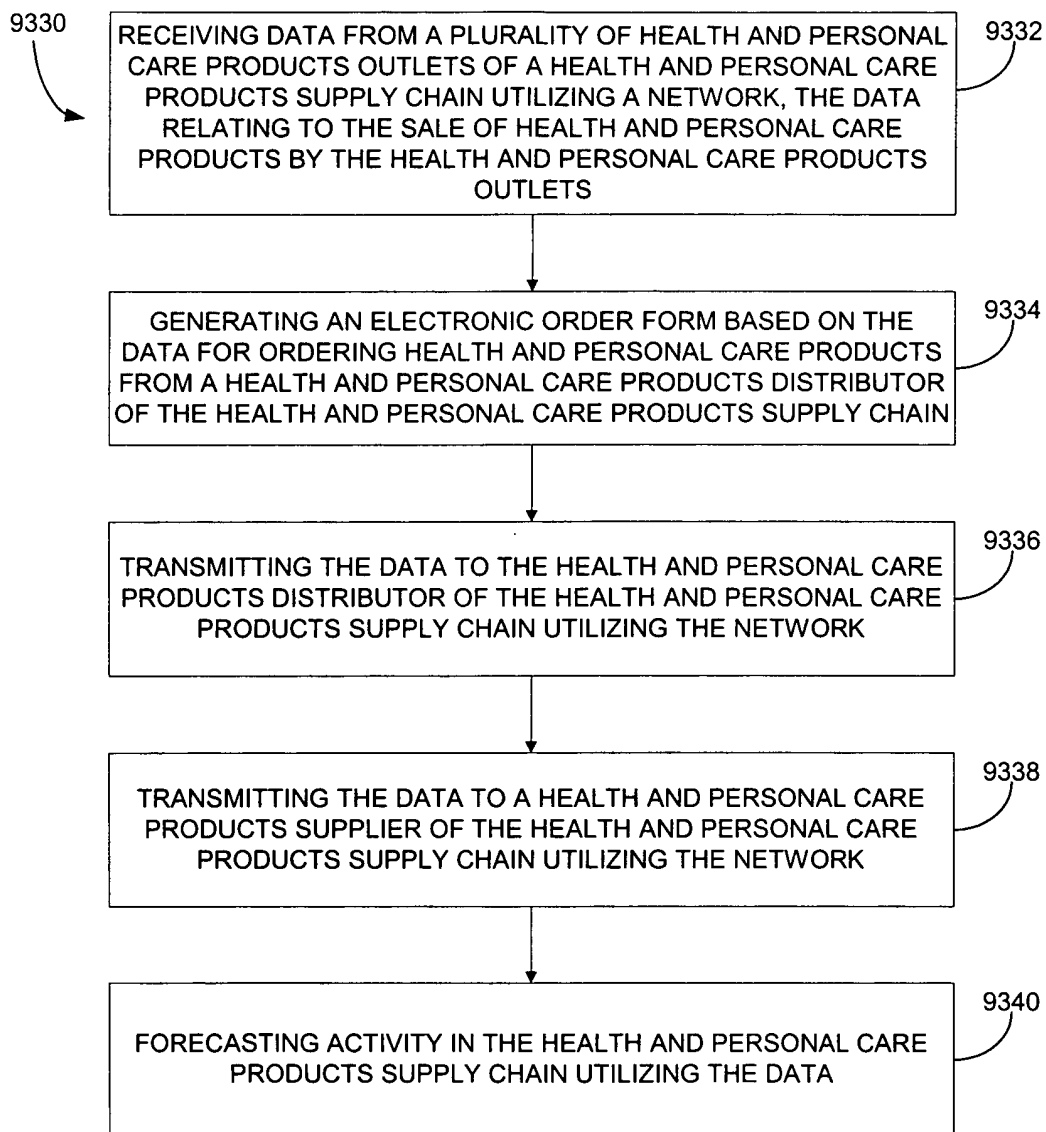


FIG. 93

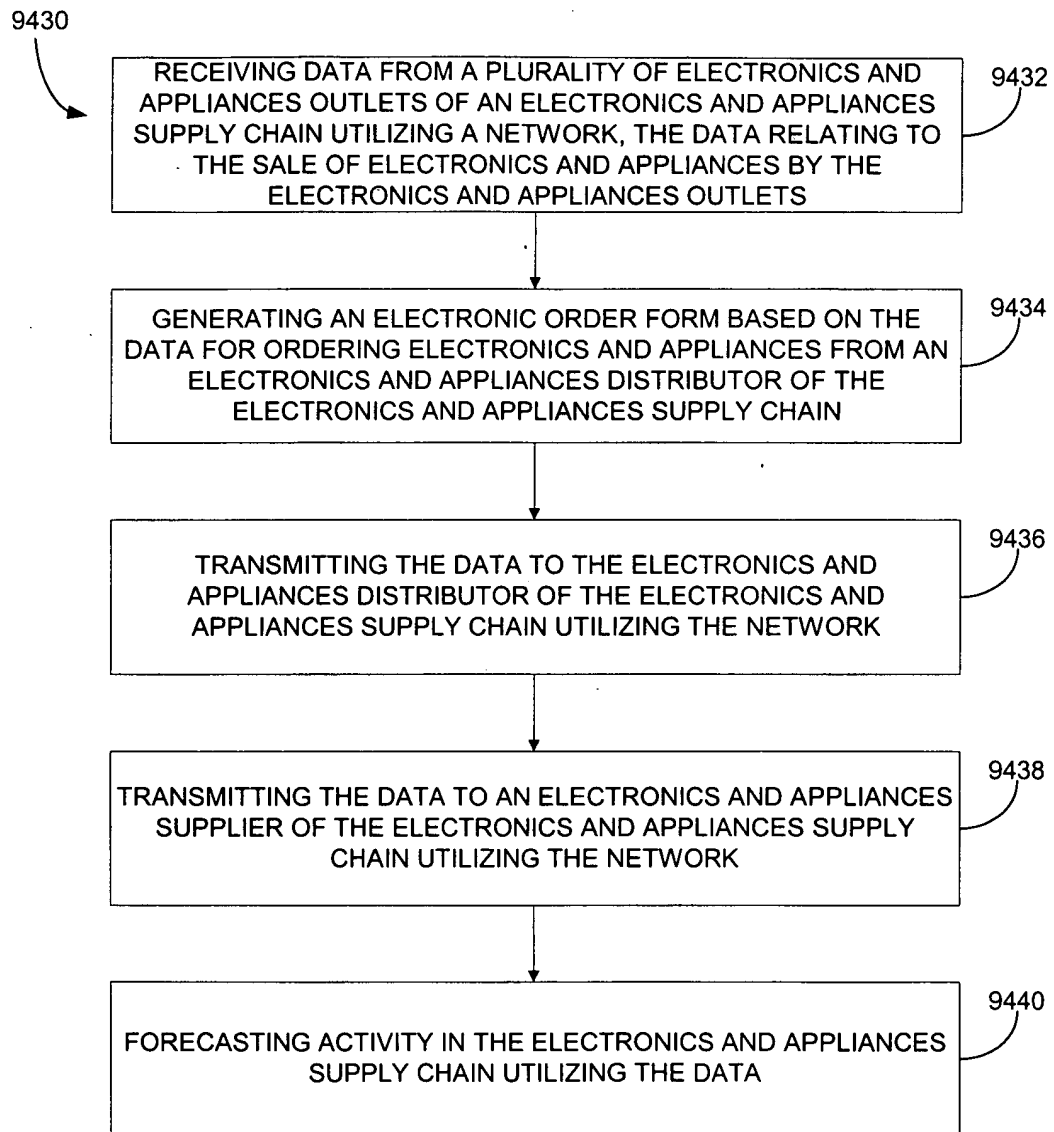


FIG. 94

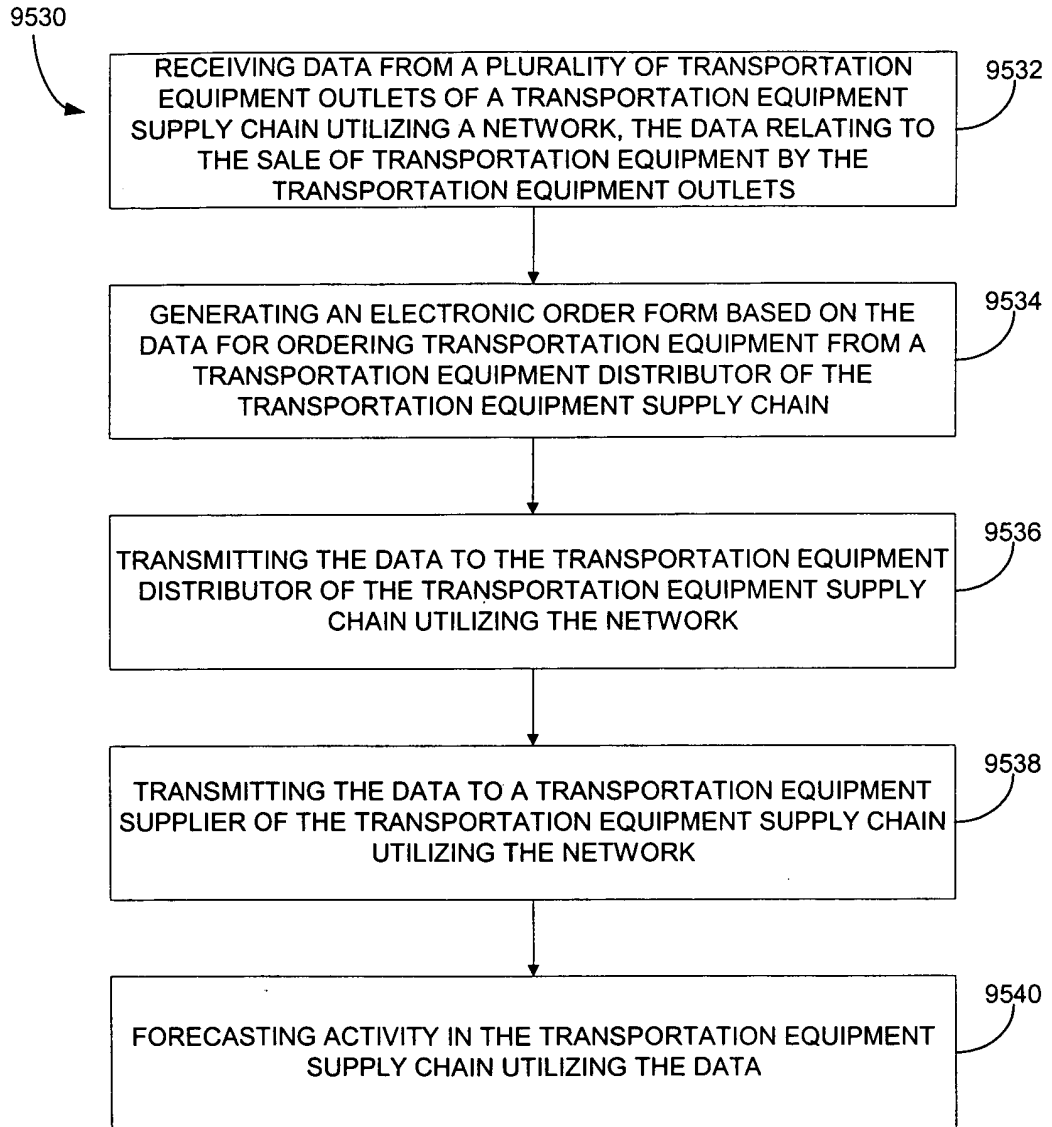


FIG. 95

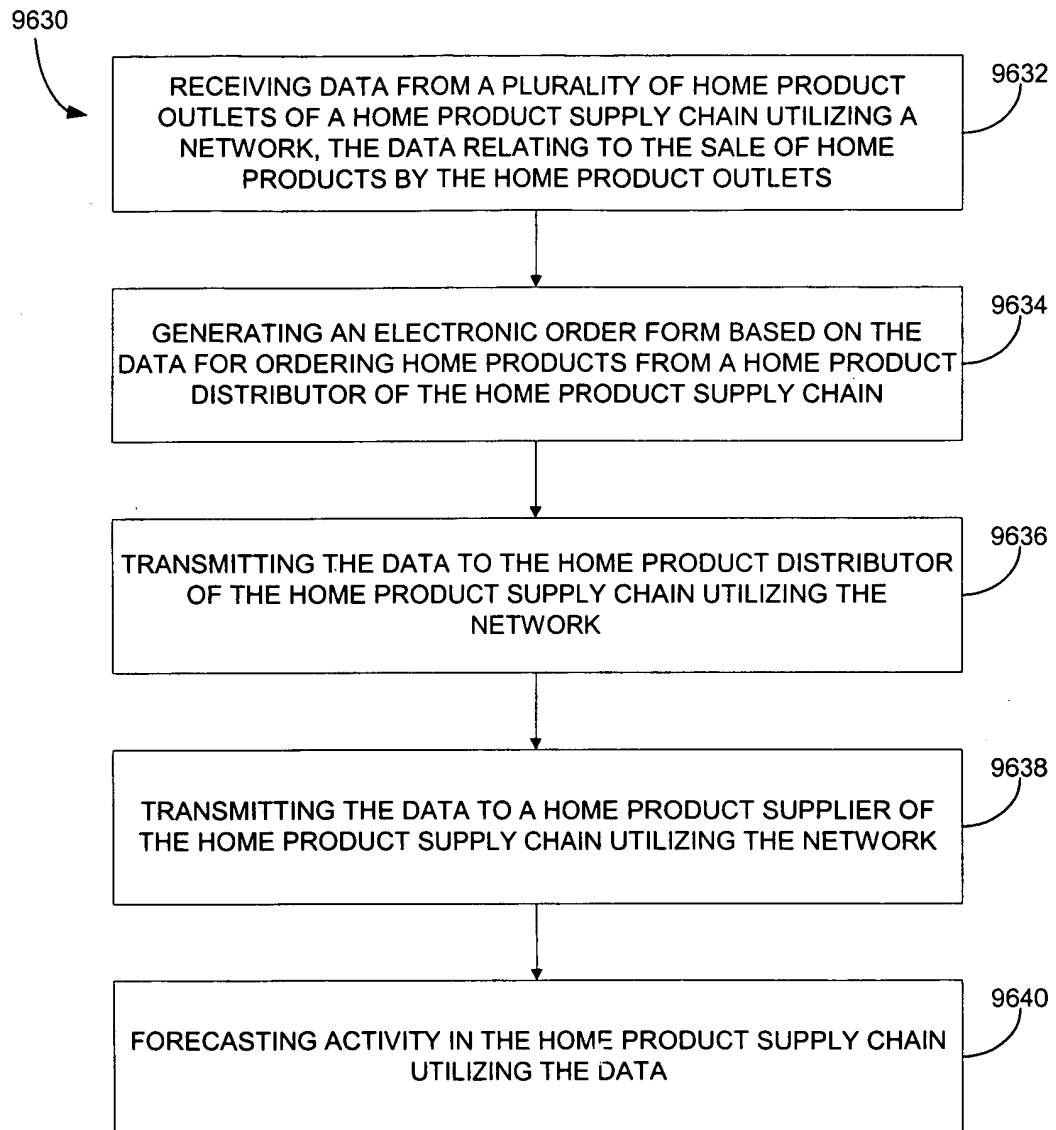


FIG. 96

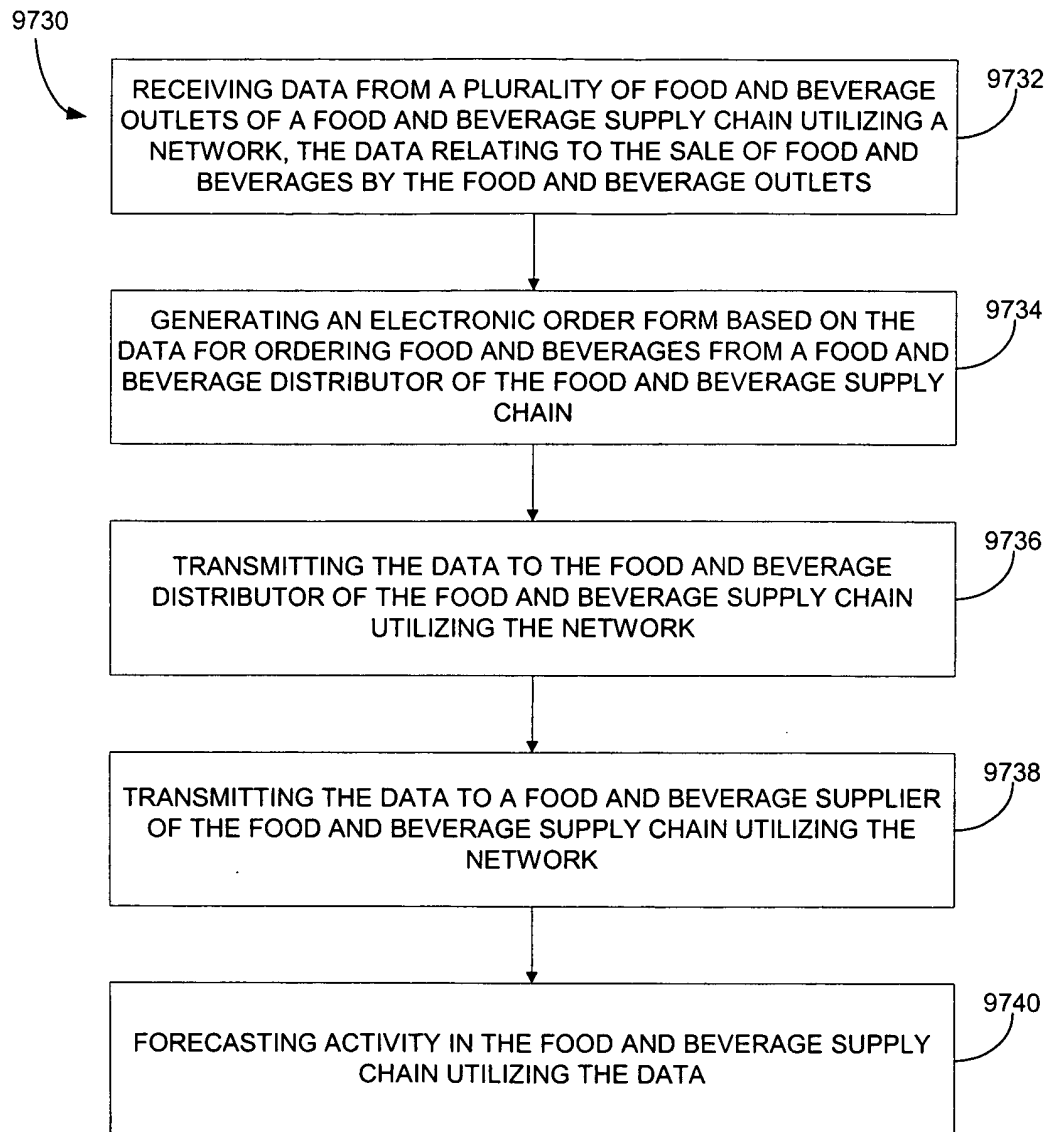


FIG. 97

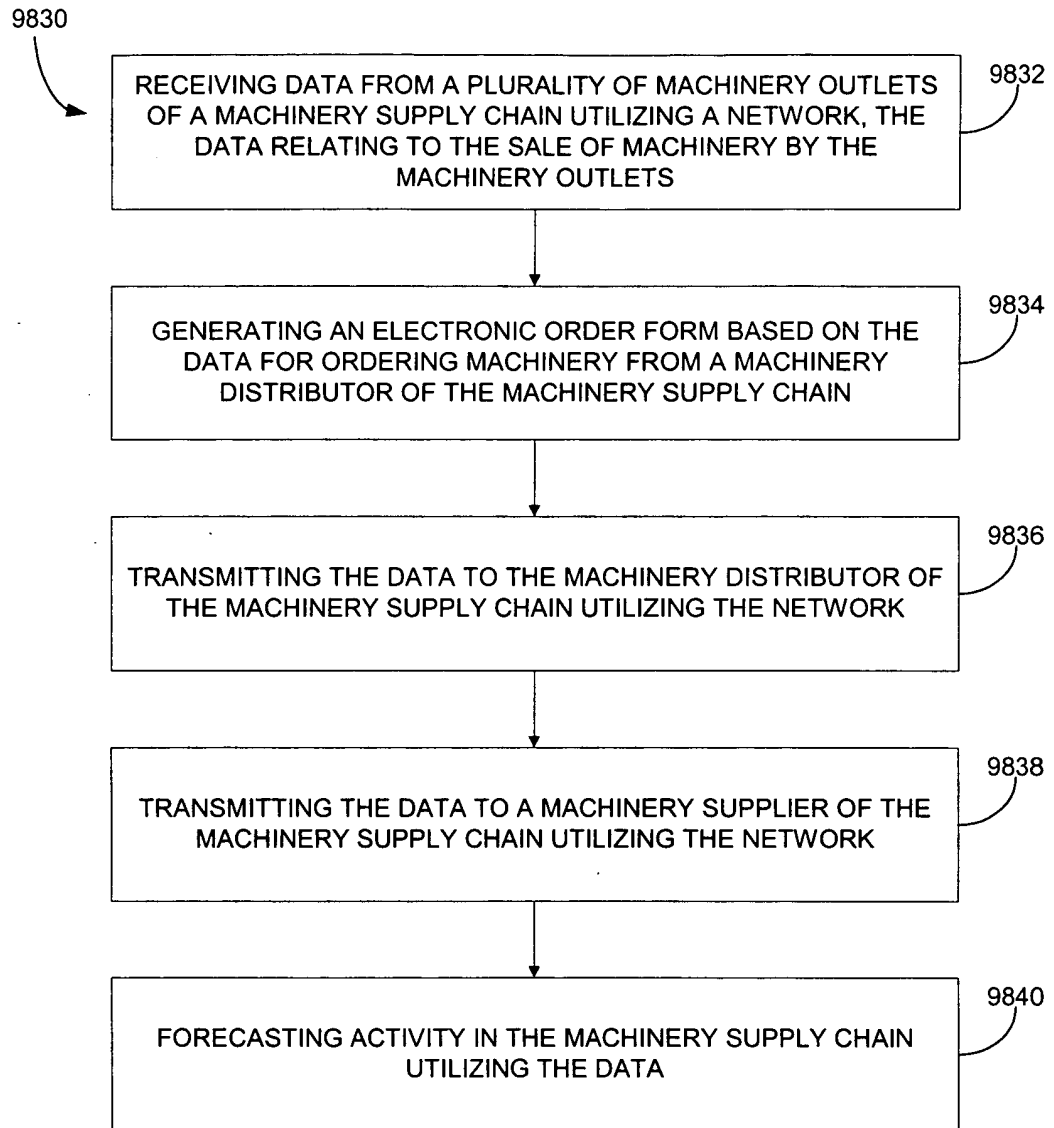


FIG. 98

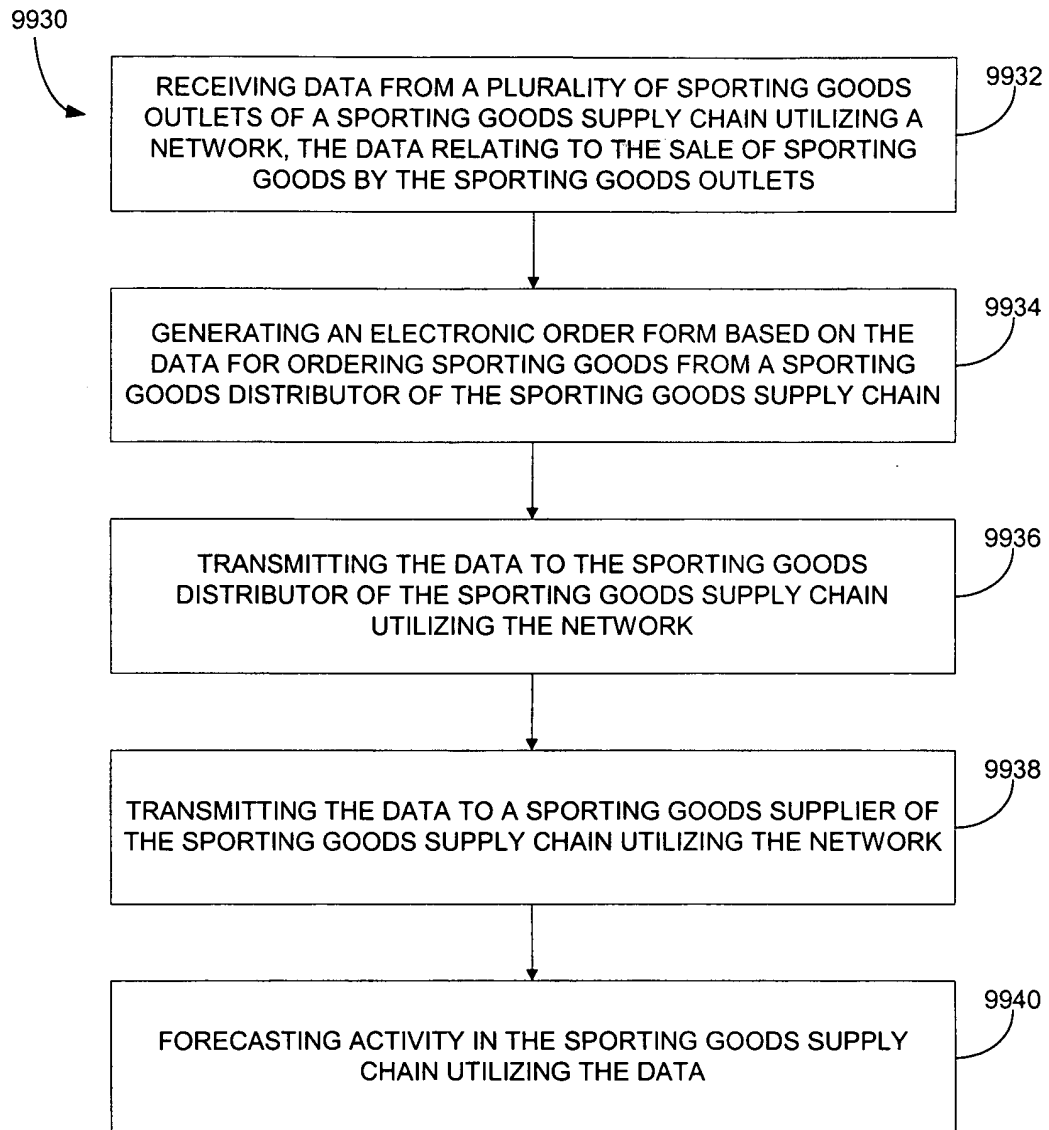


FIG. 99

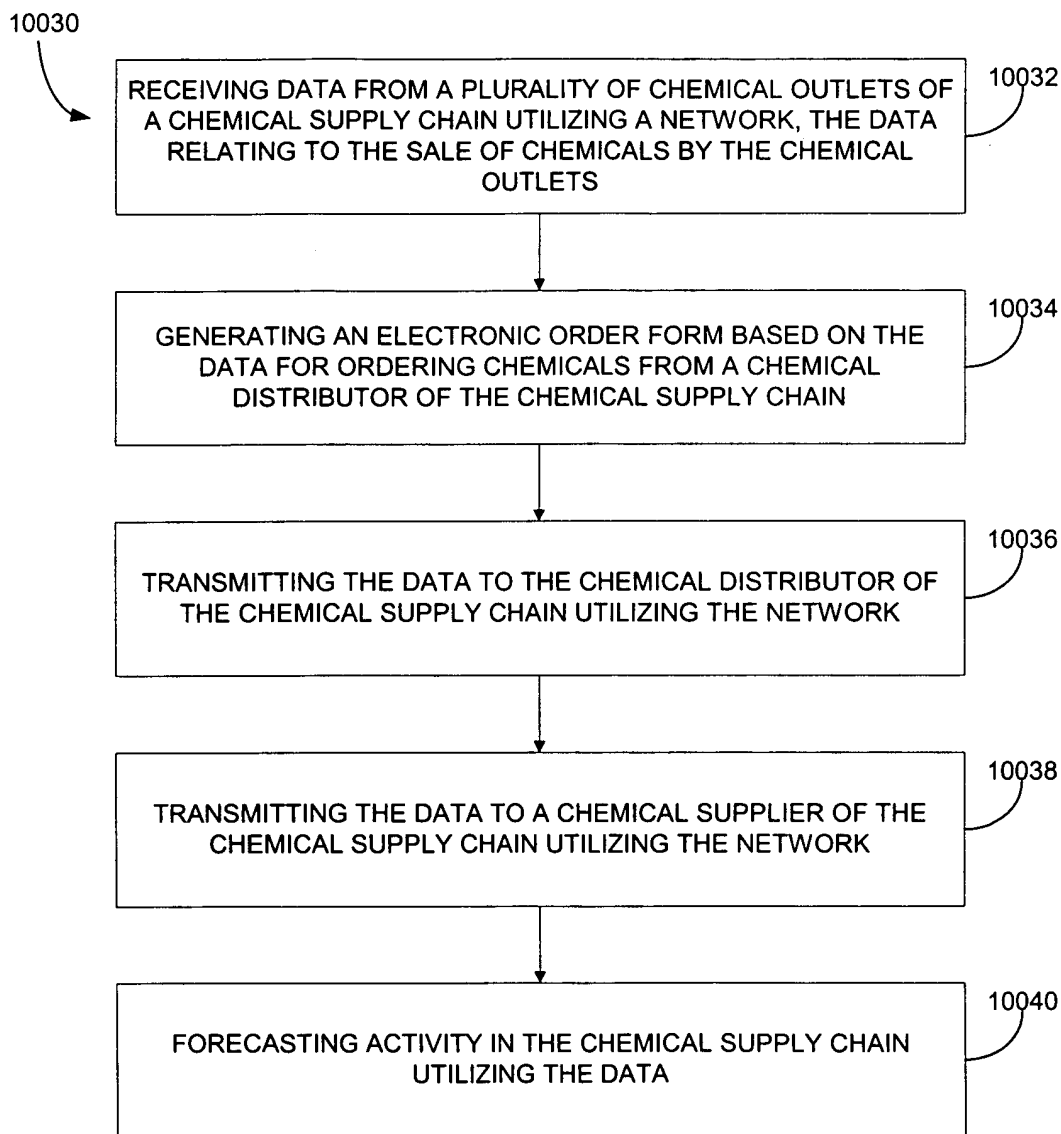


FIG. 100

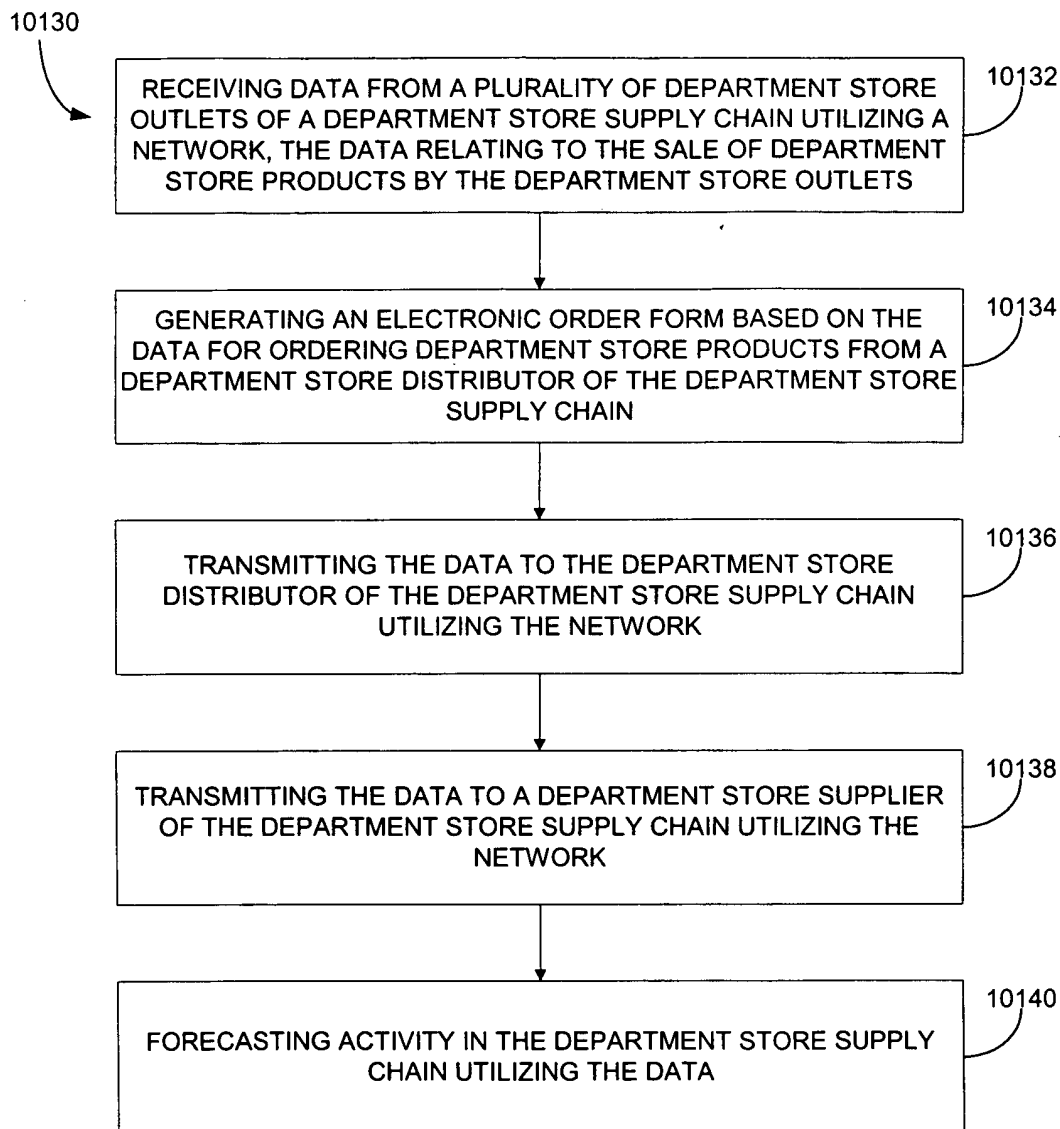


FIG. 101

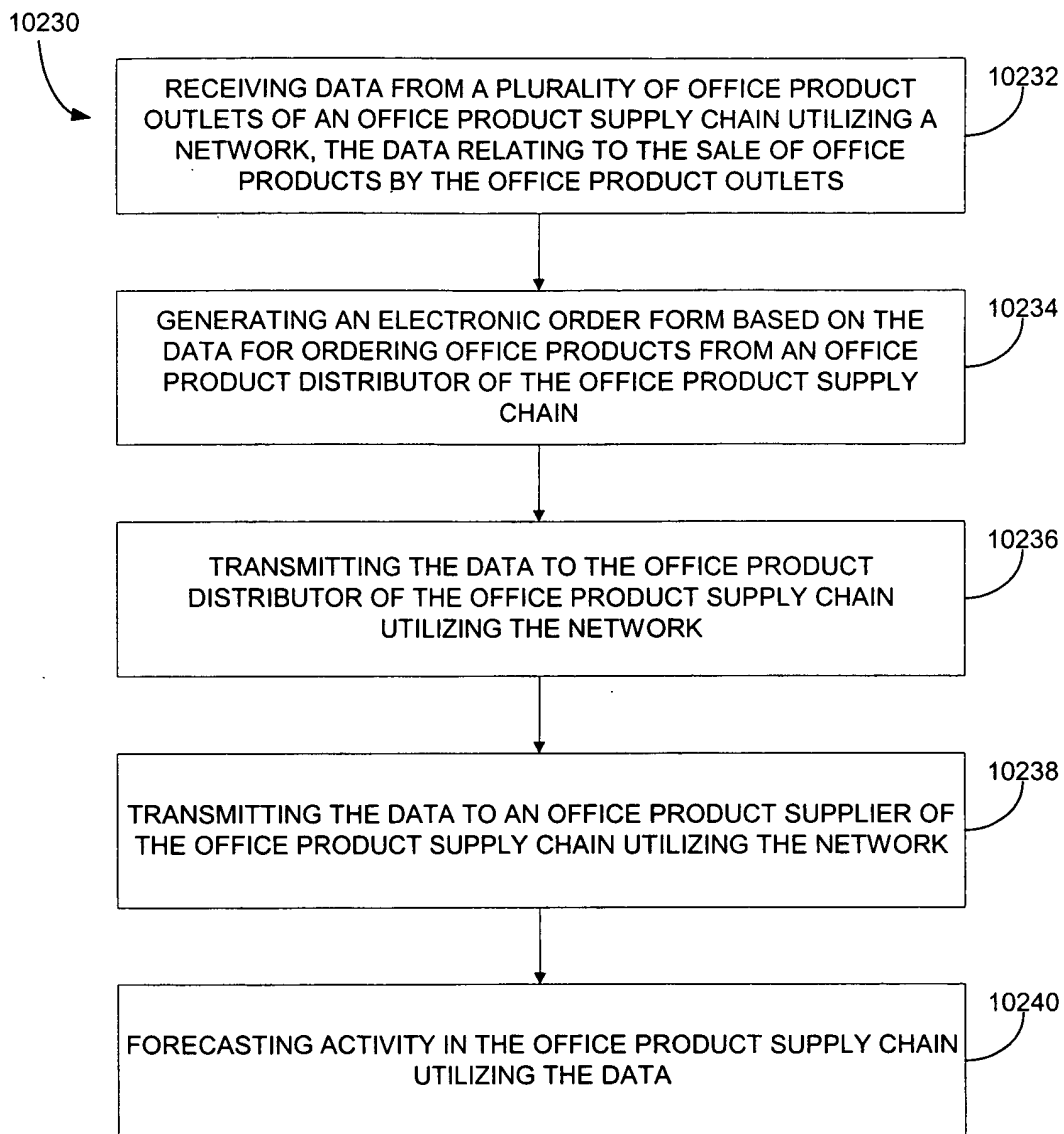


FIG. 102A

10260

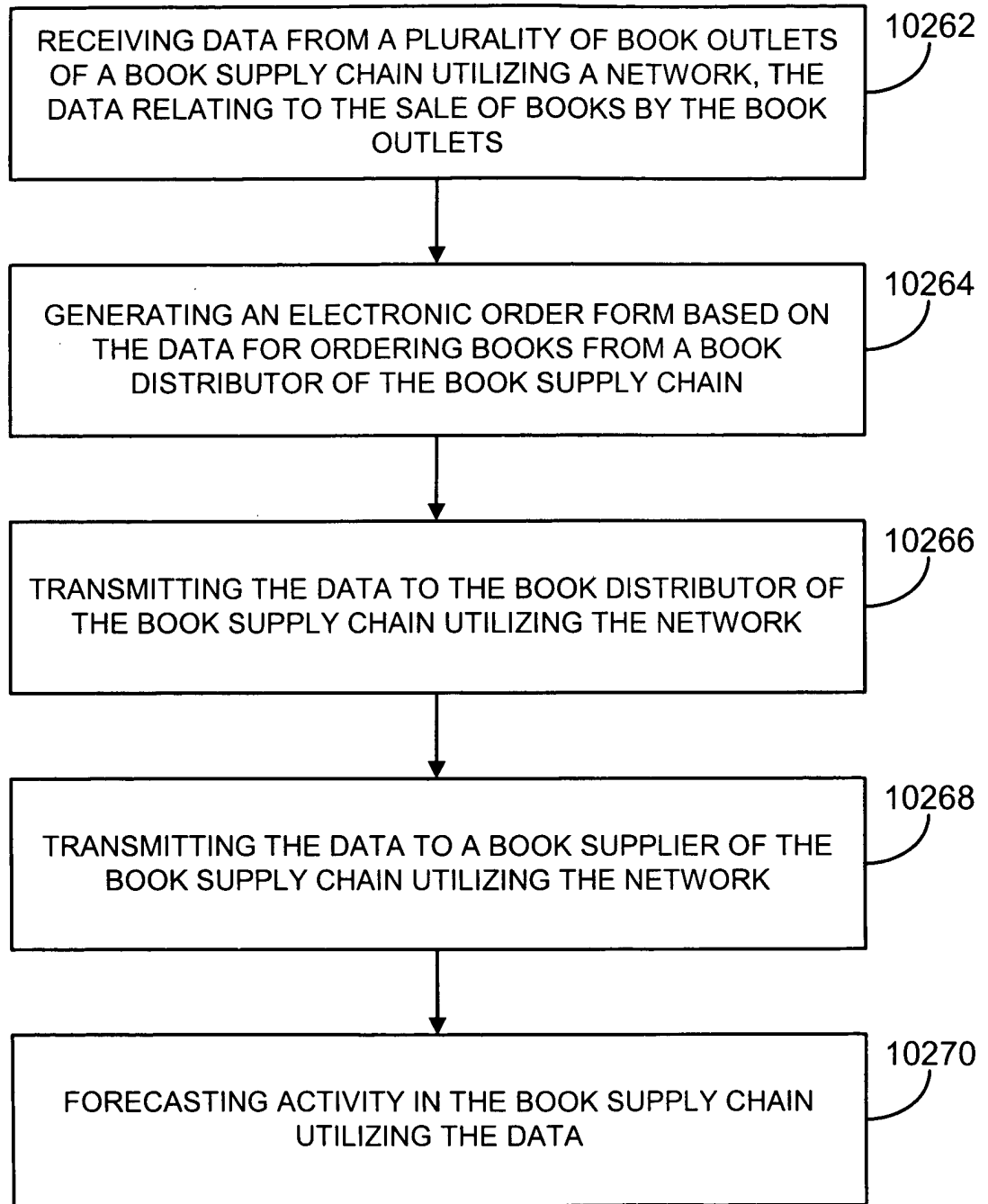


FIG. 102B

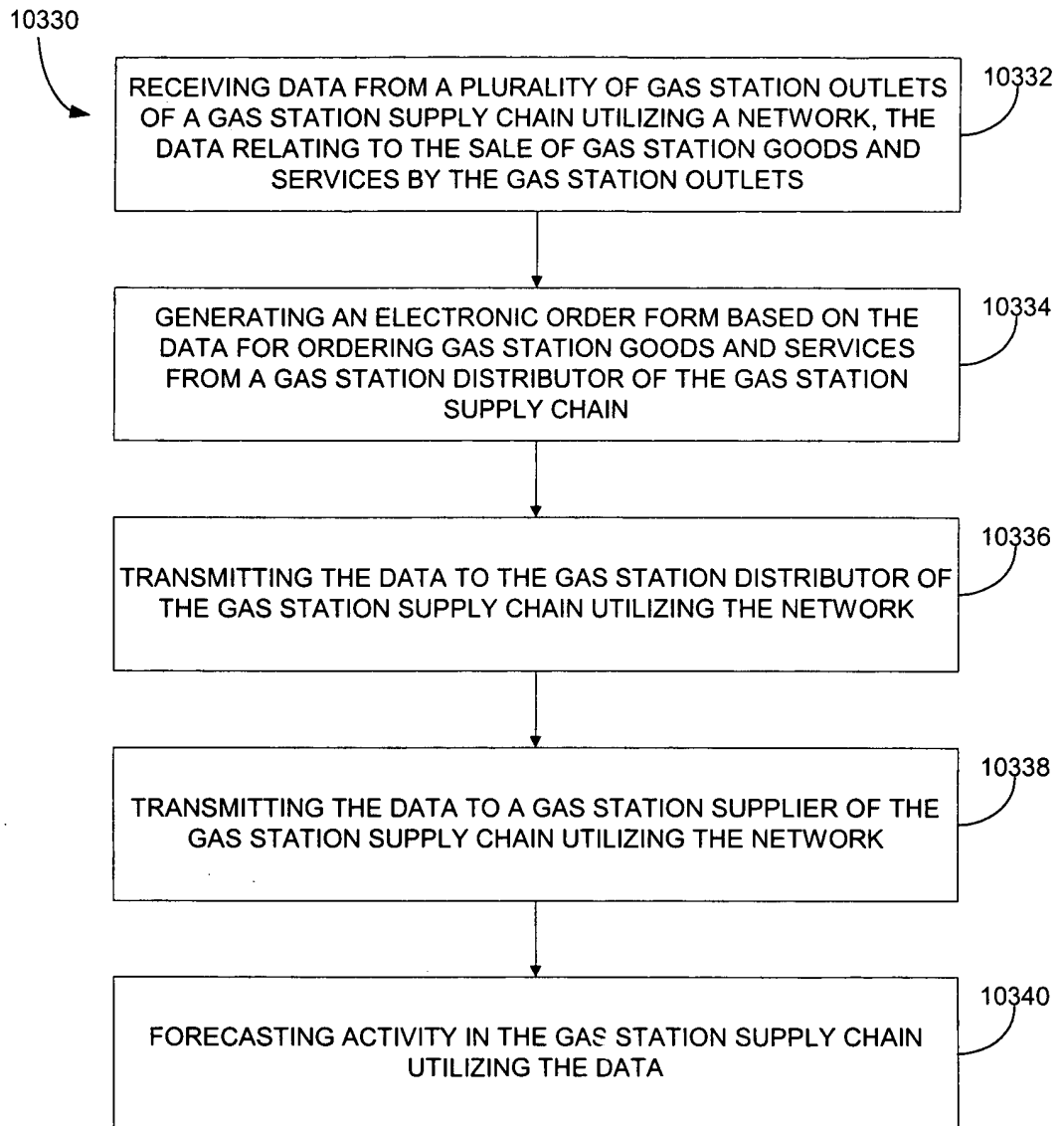


FIG. 103

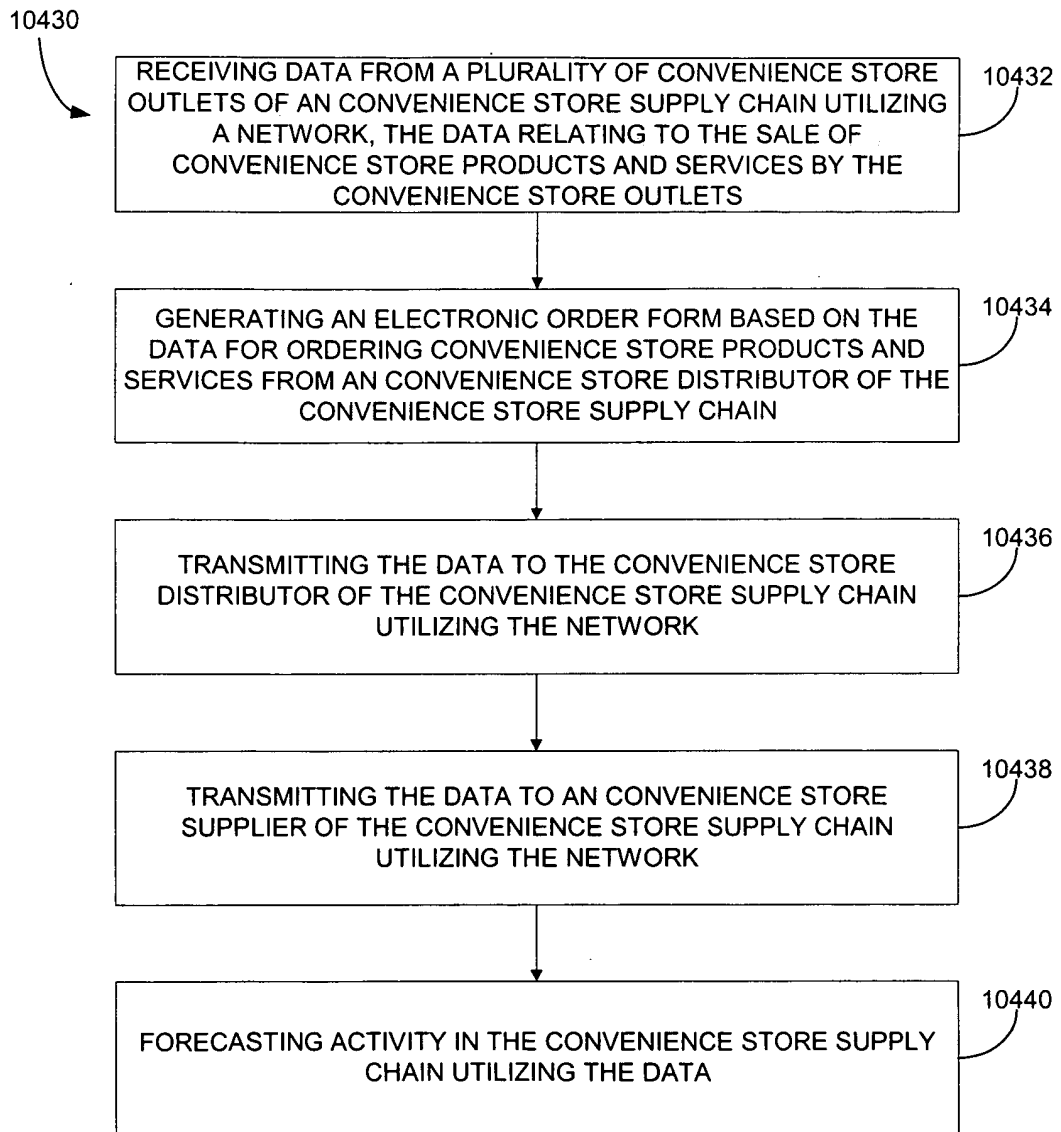


FIG. 104A

10460

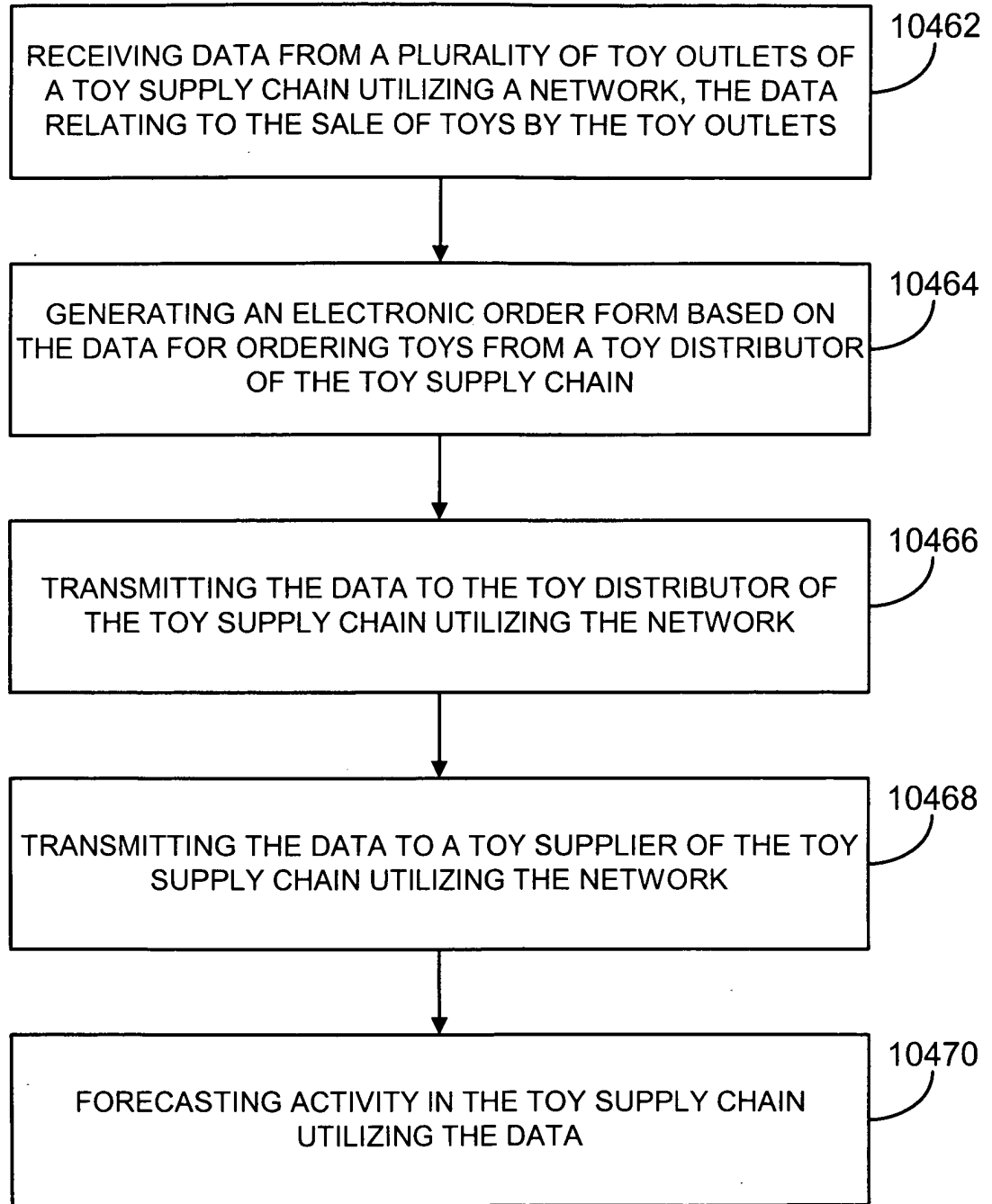


FIG. 104B

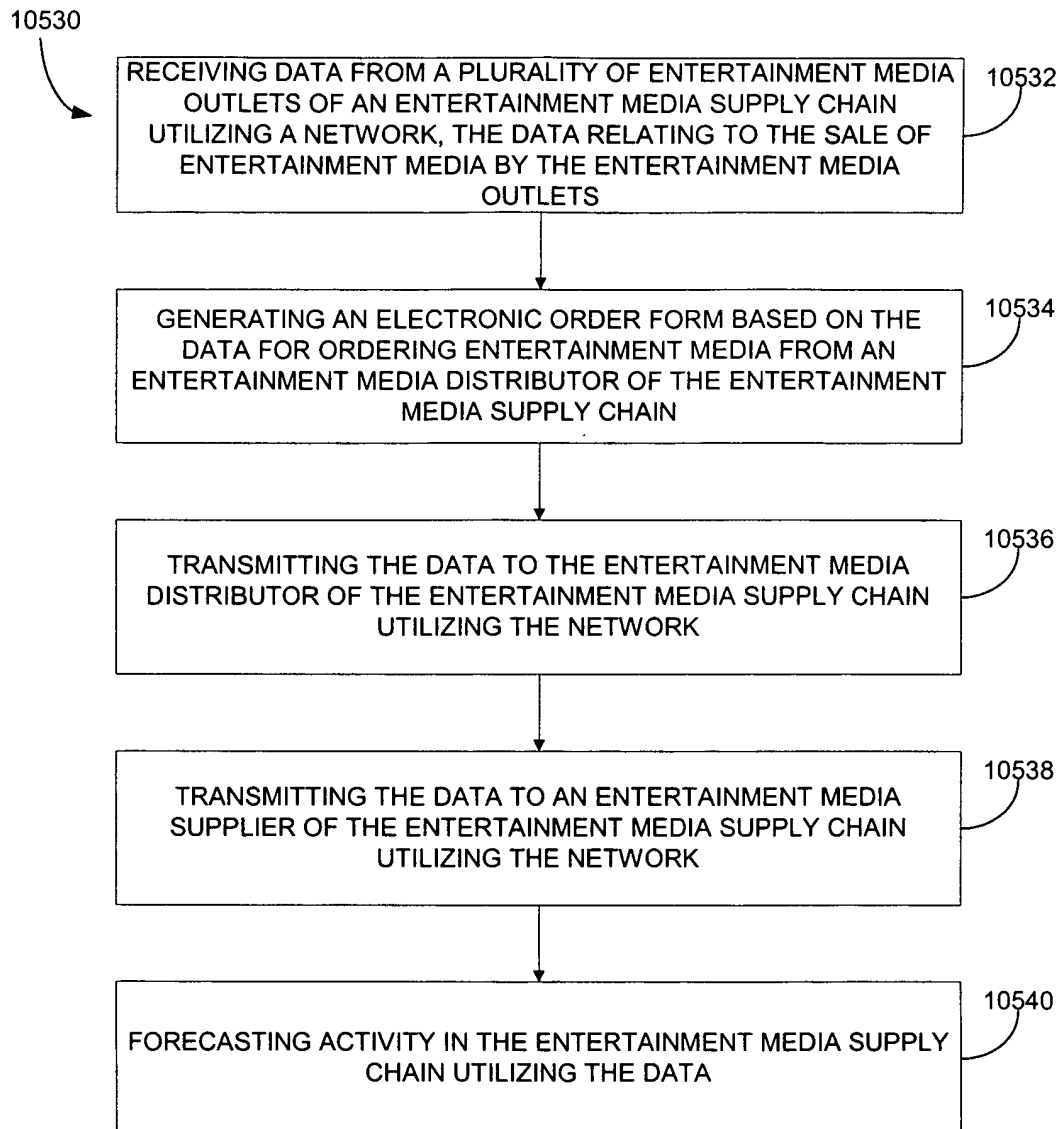


FIG. 105

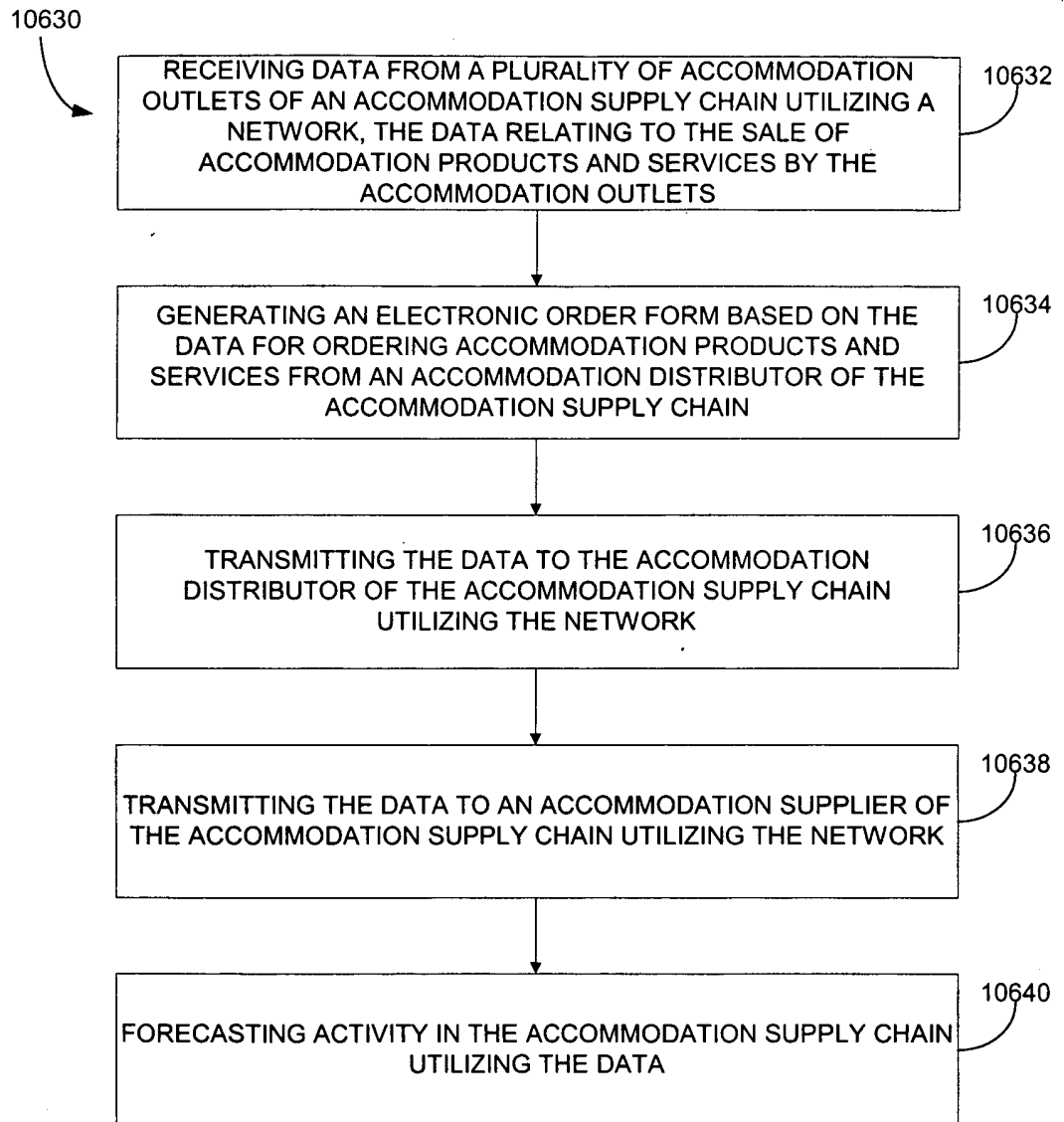


FIG. 106

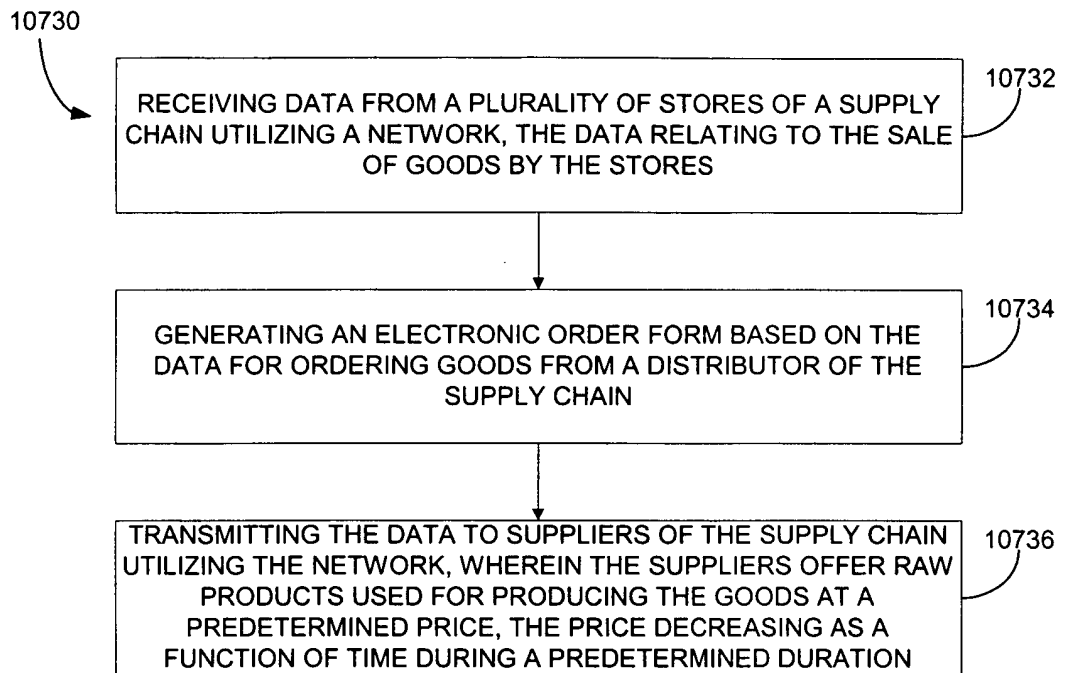


FIG. 107

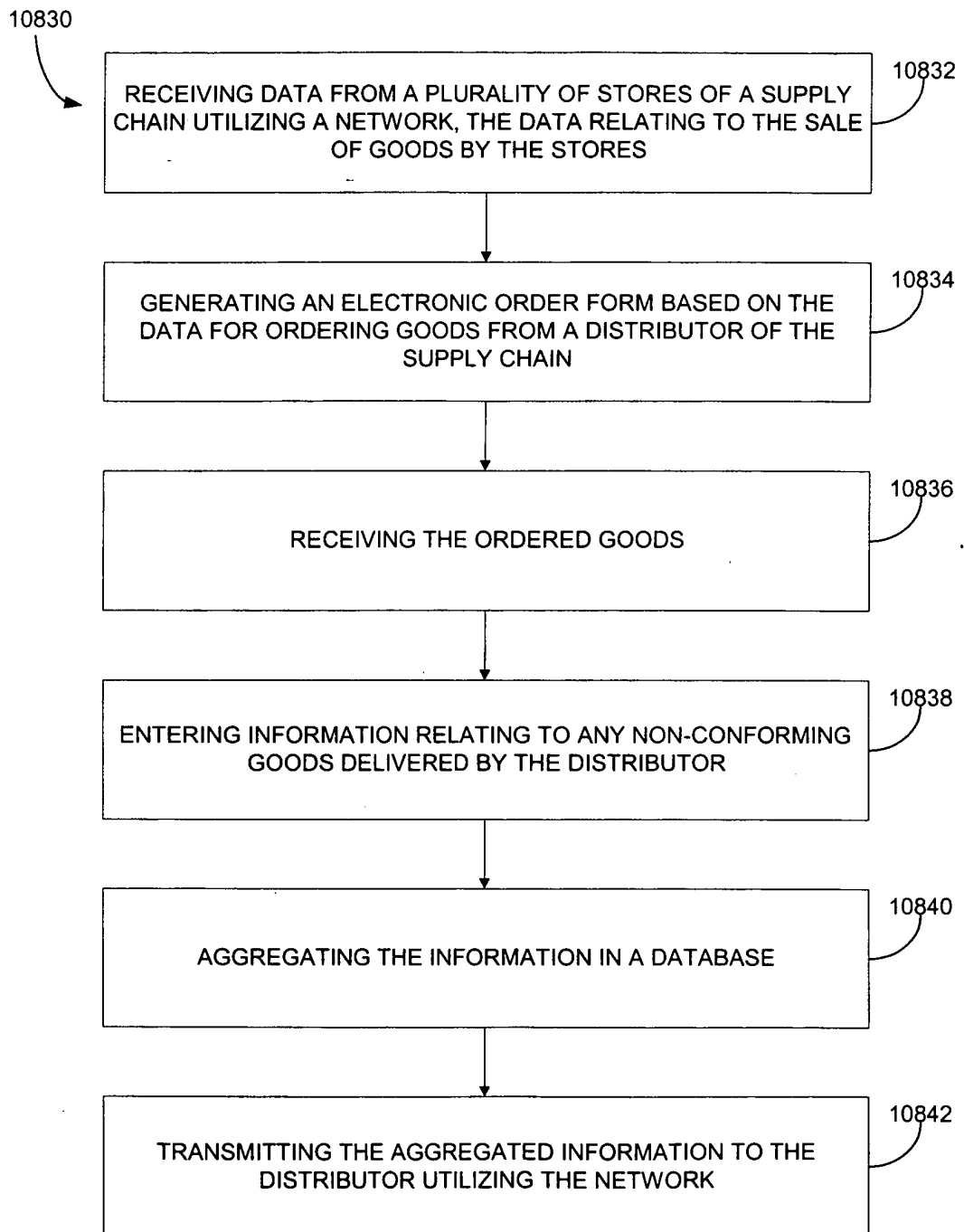


FIG. 108

10900

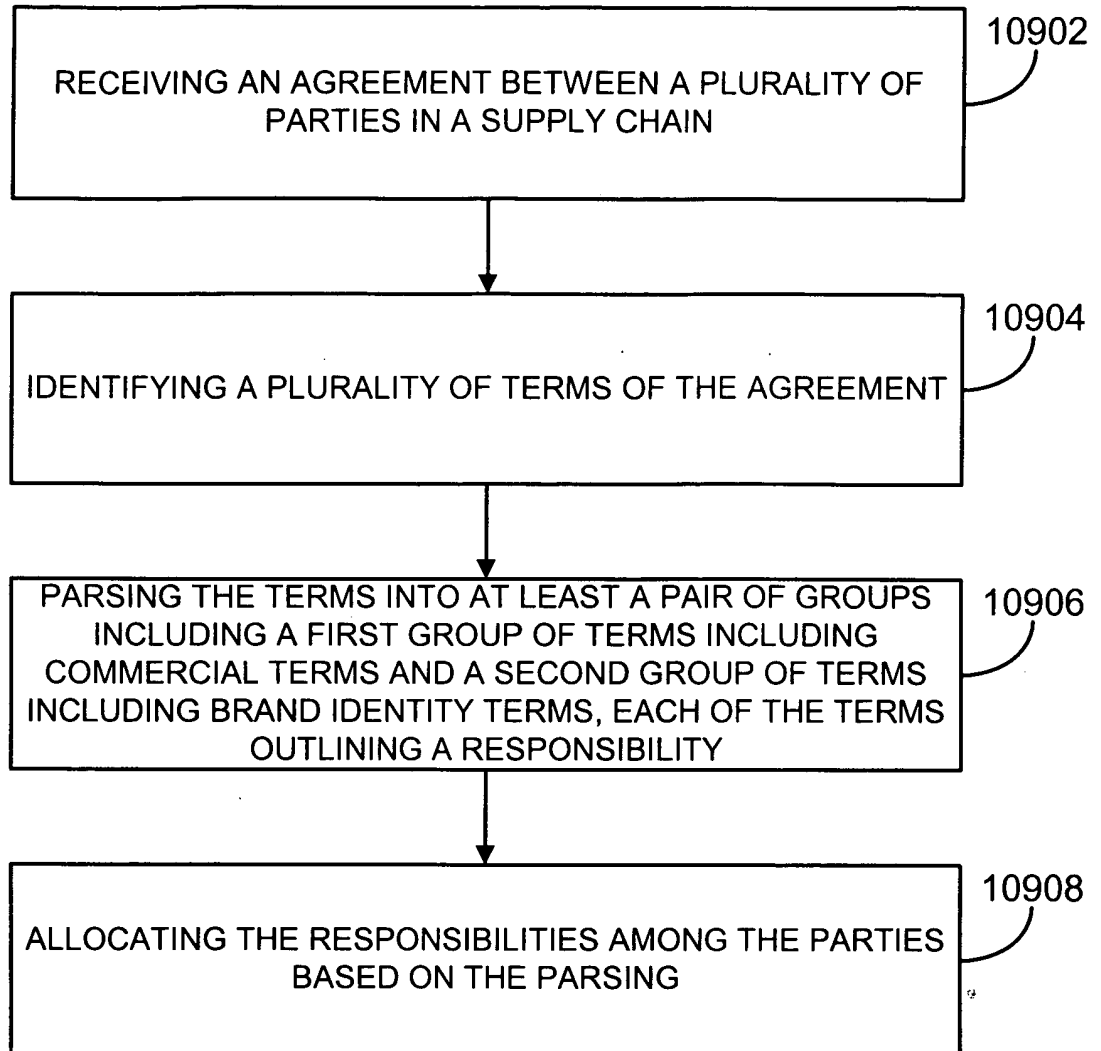


FIG. 109

11000

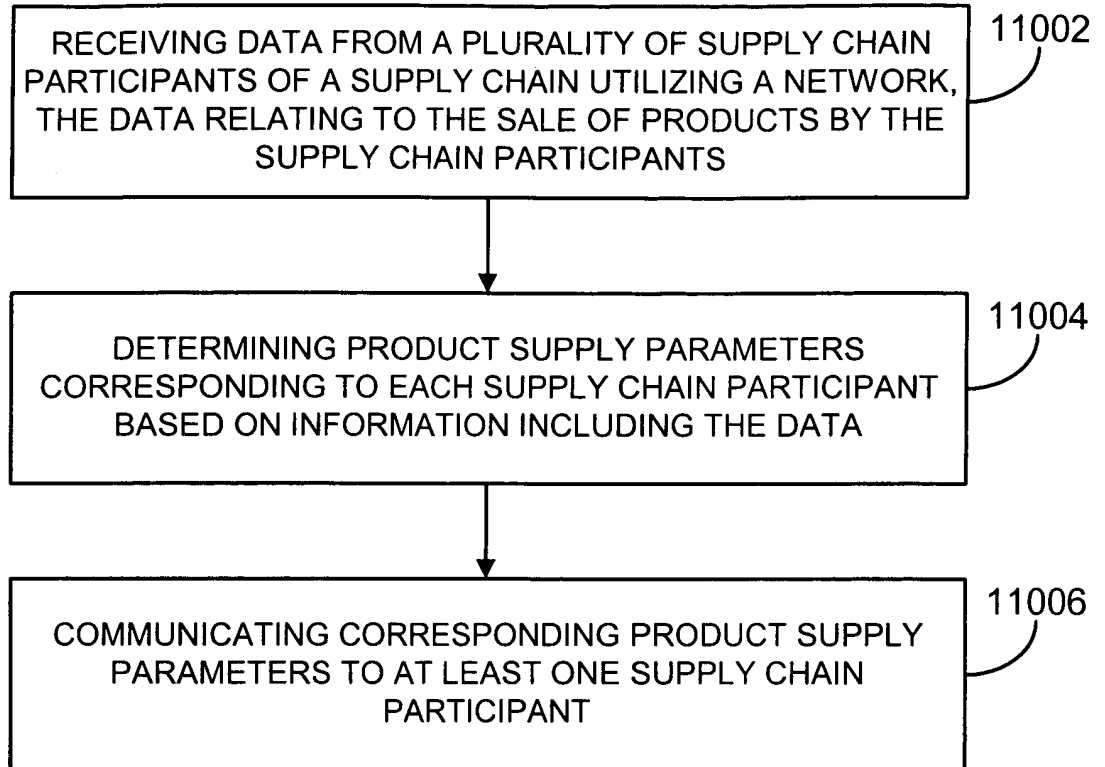


FIG. 110

11100



RECEIVING DATA FROM A PLURALITY OF SUPPLY CHAIN PARTICIPANTS UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF PRODUCTS BY THE SUPPLY CHAIN PARTICIPANTS

11102



DETERMINING RULES TO ENSURE THE INCURRENCE OF MINIMAL COSTS TO THE SUPPLY CHAIN PARTICIPANTS

11104



APPLYING THE RULES TO ENSURE SUPPLY TO THE SUPPLY CHAIN PARTICIPANTS AT MINIMAL COST WITHOUT REQUIRING THE SUPPLY CHAIN MANAGER TO TAKE TITLE TO ANY GOODS

11106

FIG. 111

11200

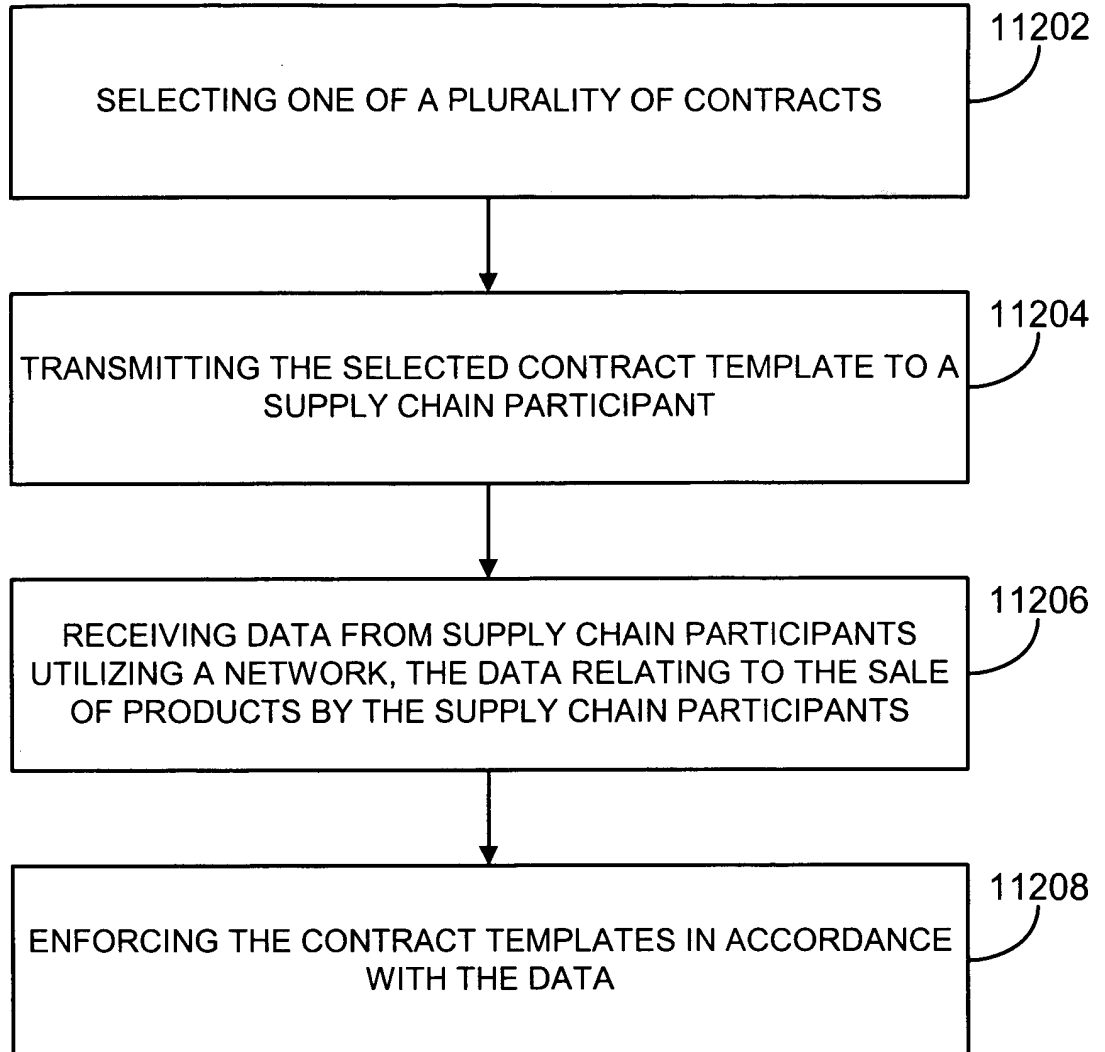


FIG. 112

11300

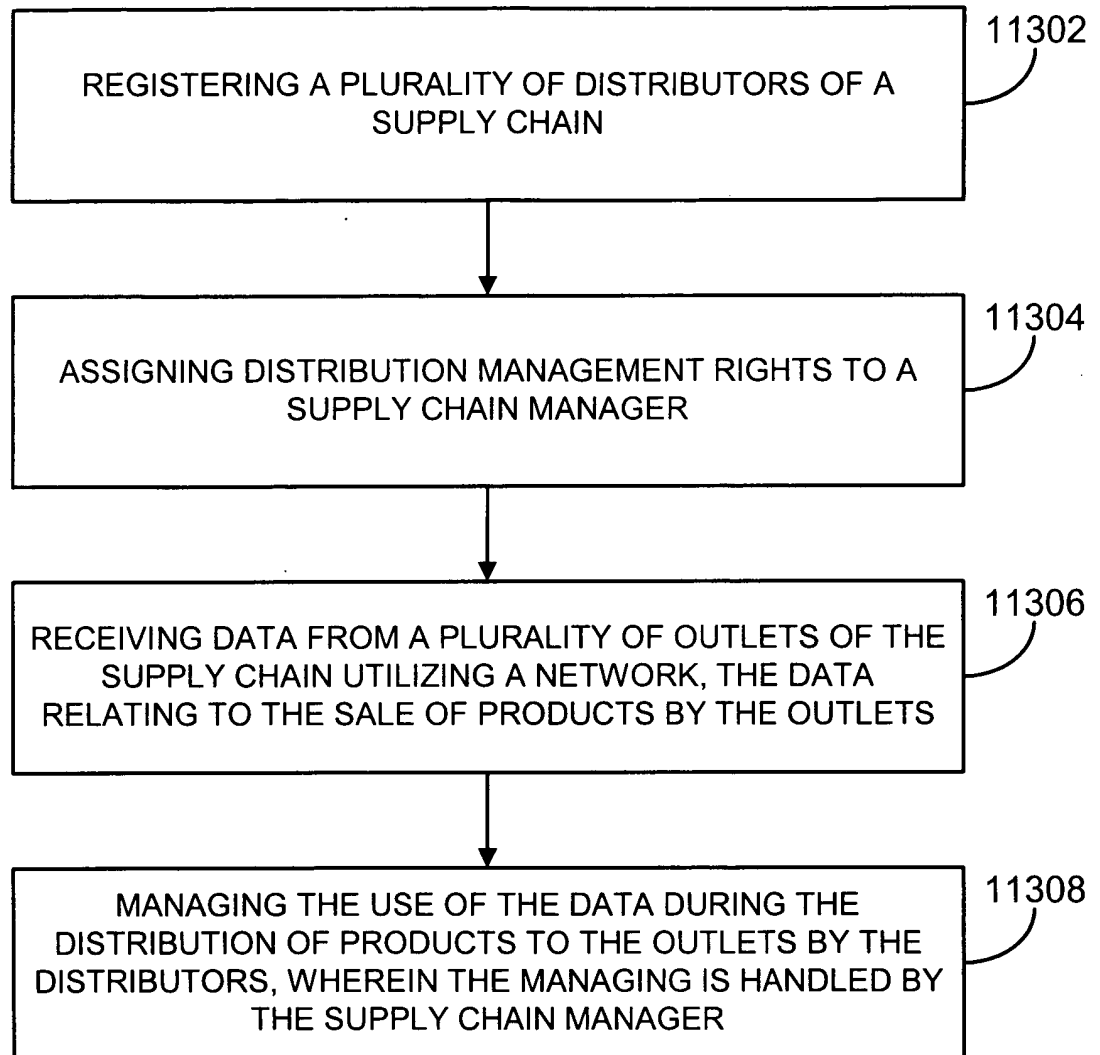
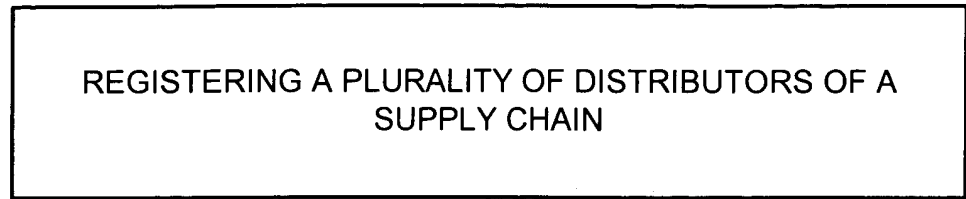
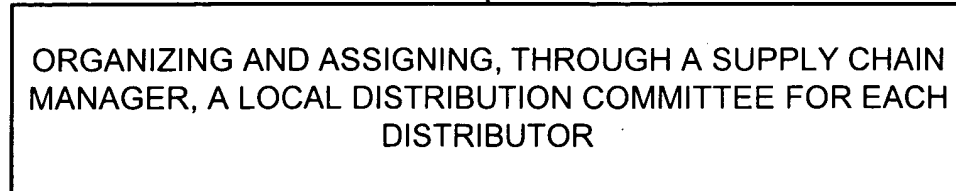


FIG. 113

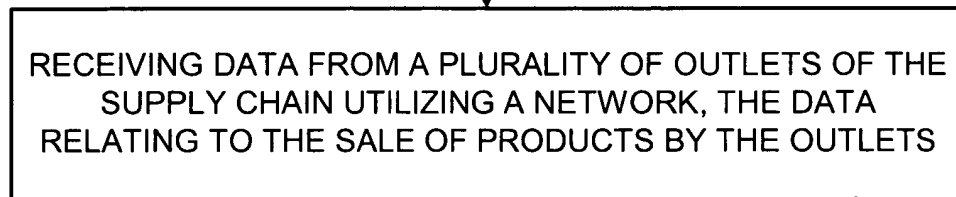
11400



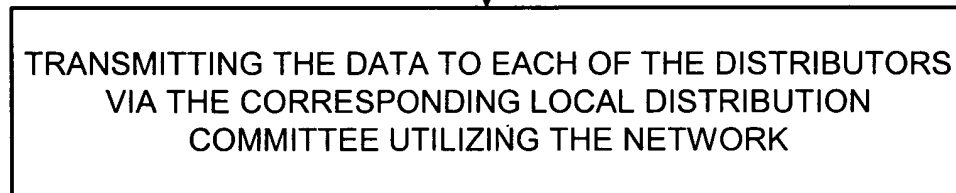
11402



11404



11406



11408

FIG. 114

11500

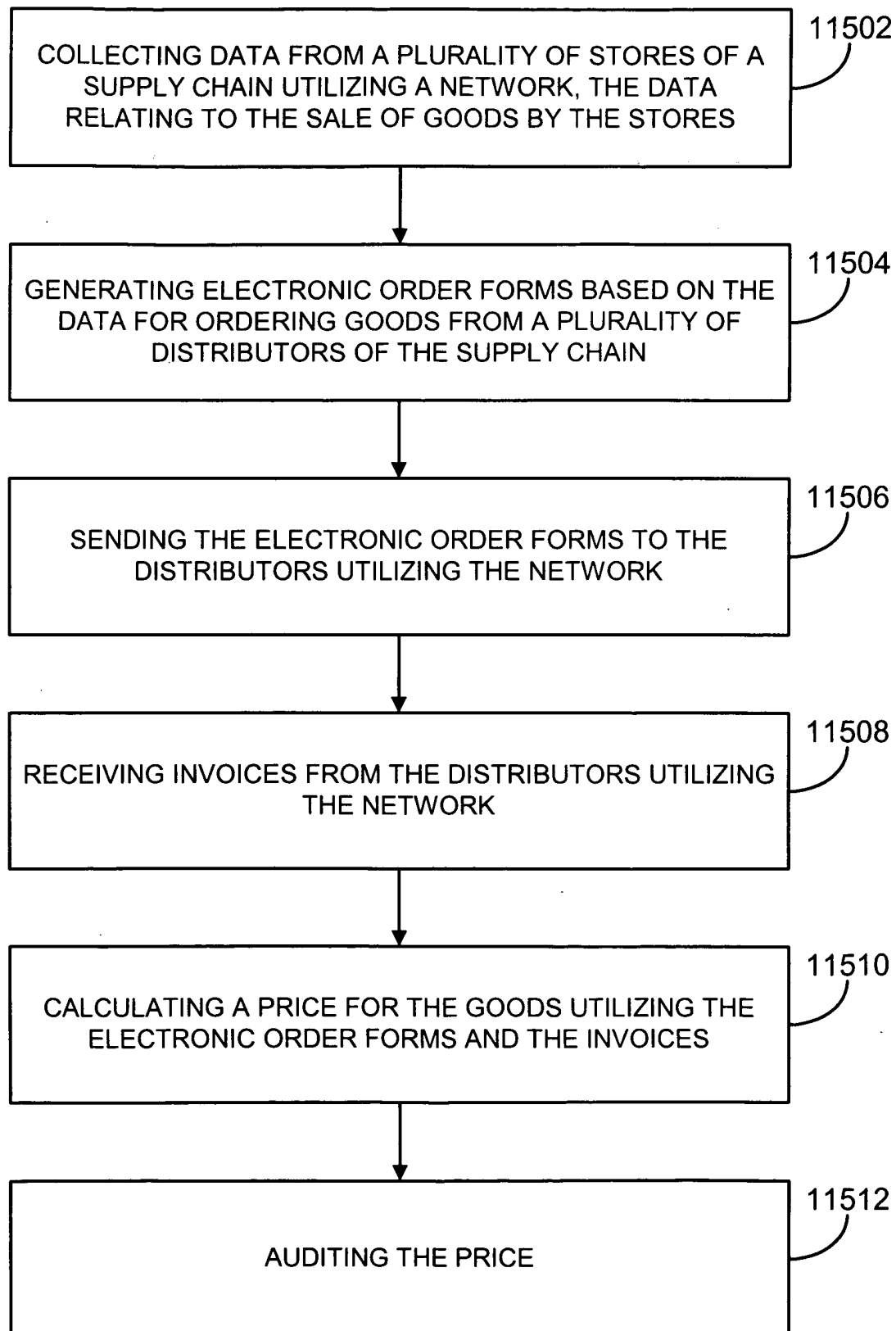


FIG. 115

11600

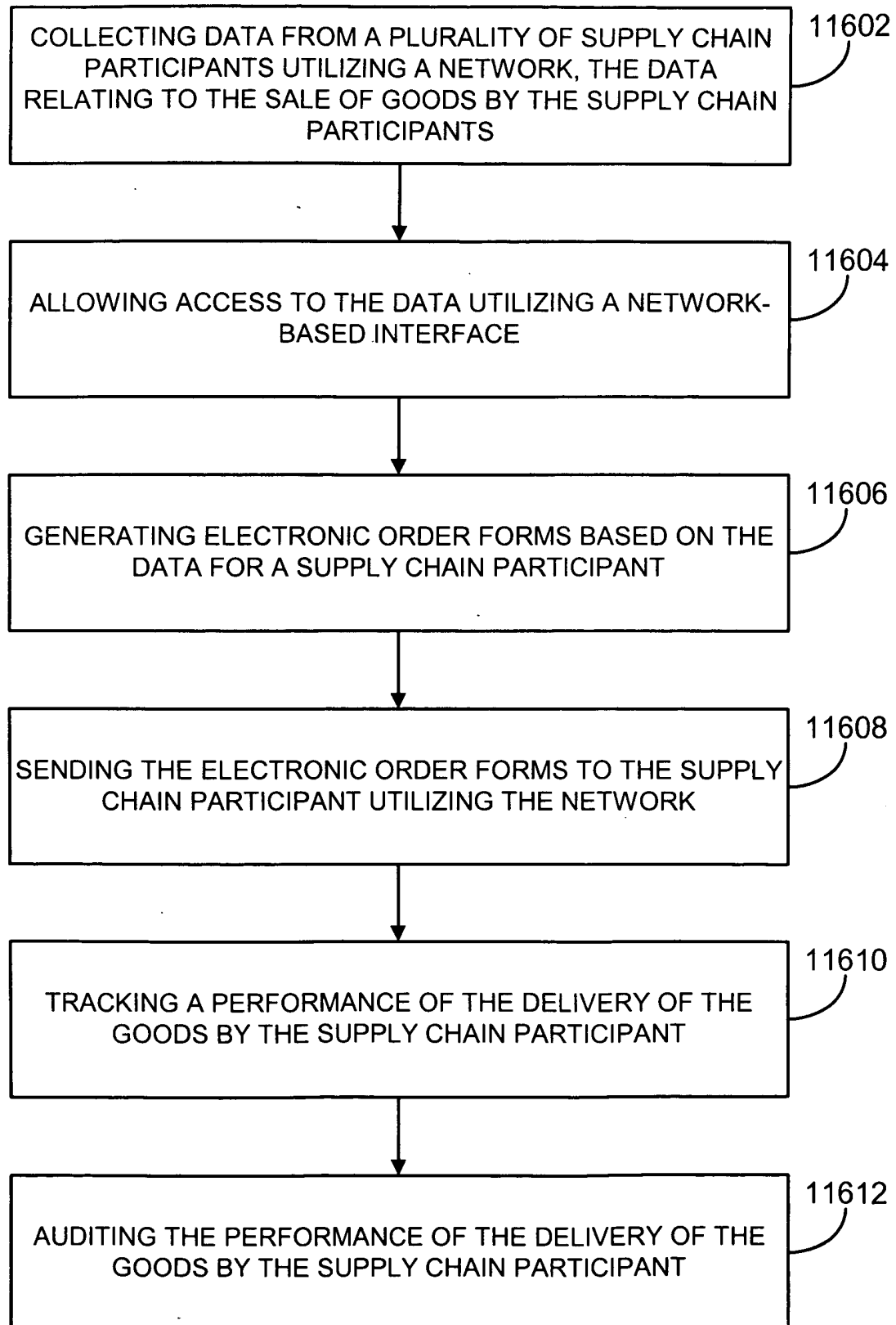


FIG. 116

11700

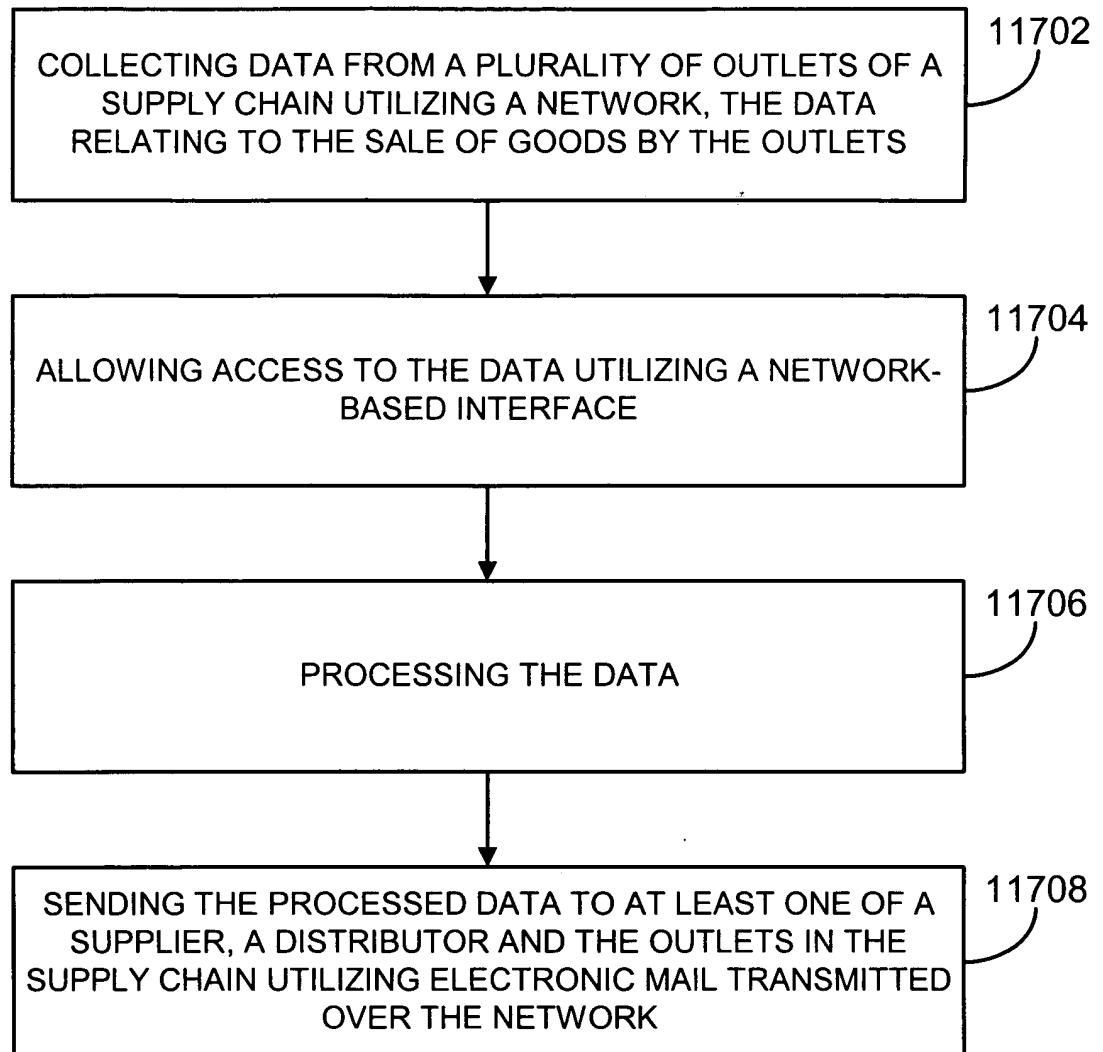


FIG. 117

11800

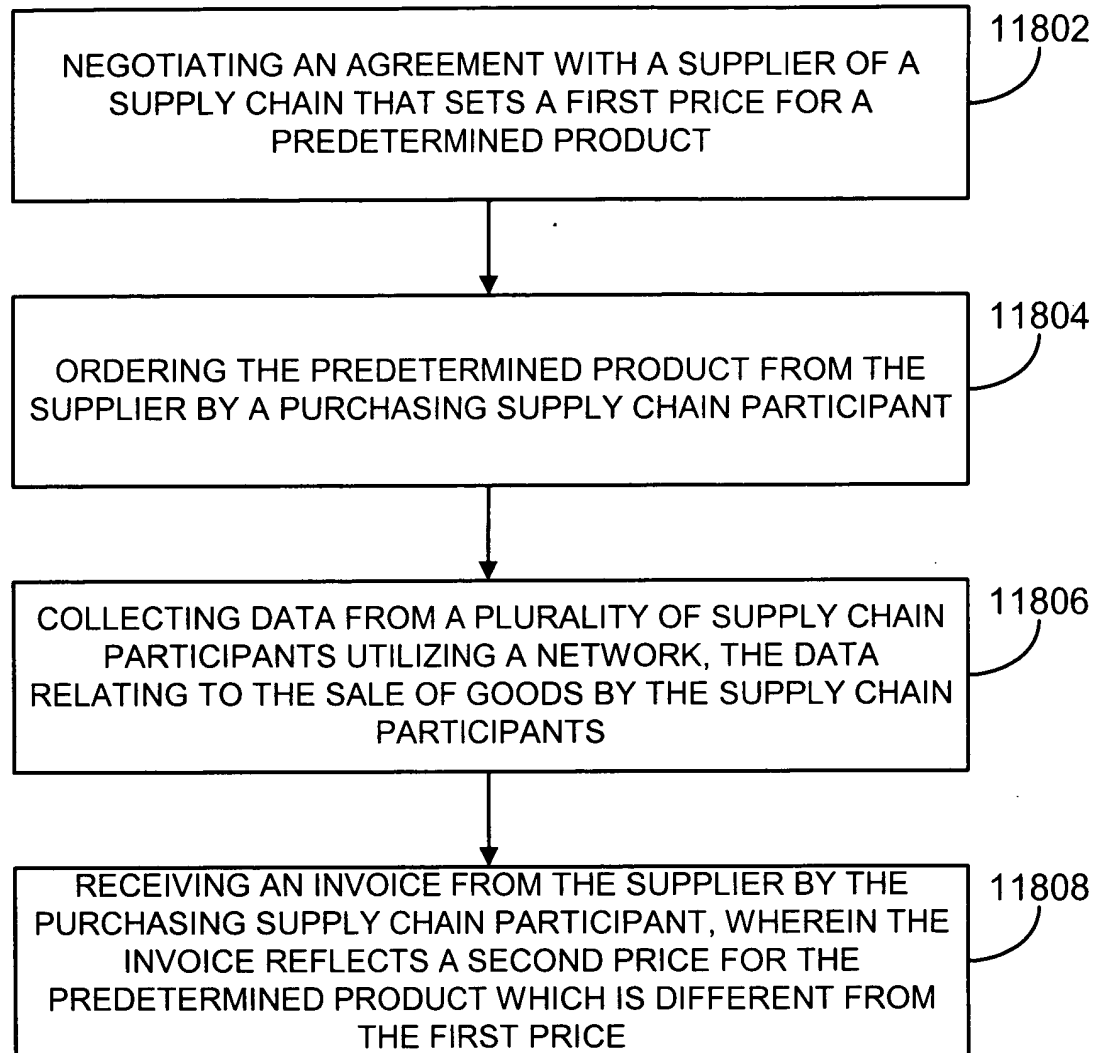


FIG. 118

11900

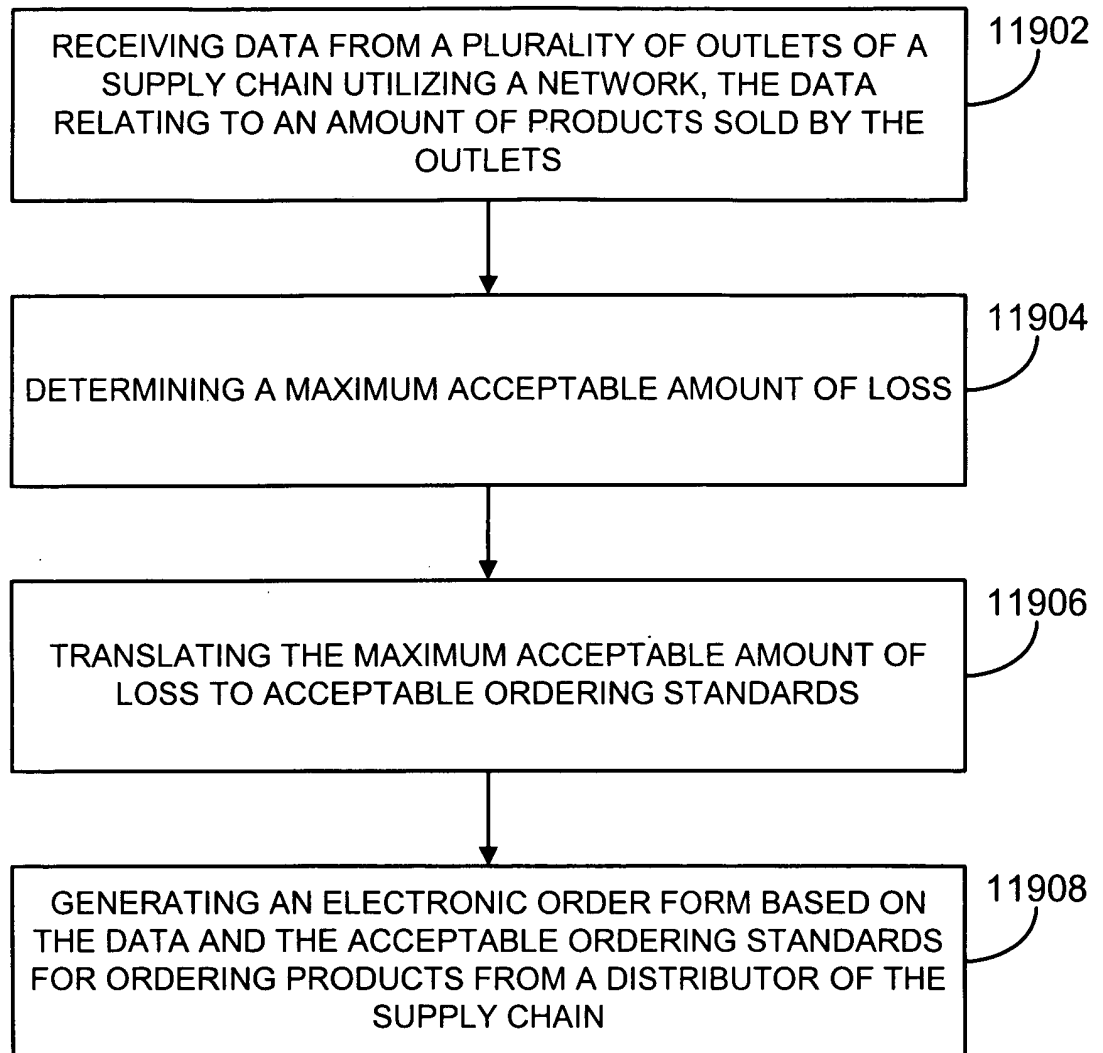


FIG. 119

12002

12004

12006

FIG. 120

12100

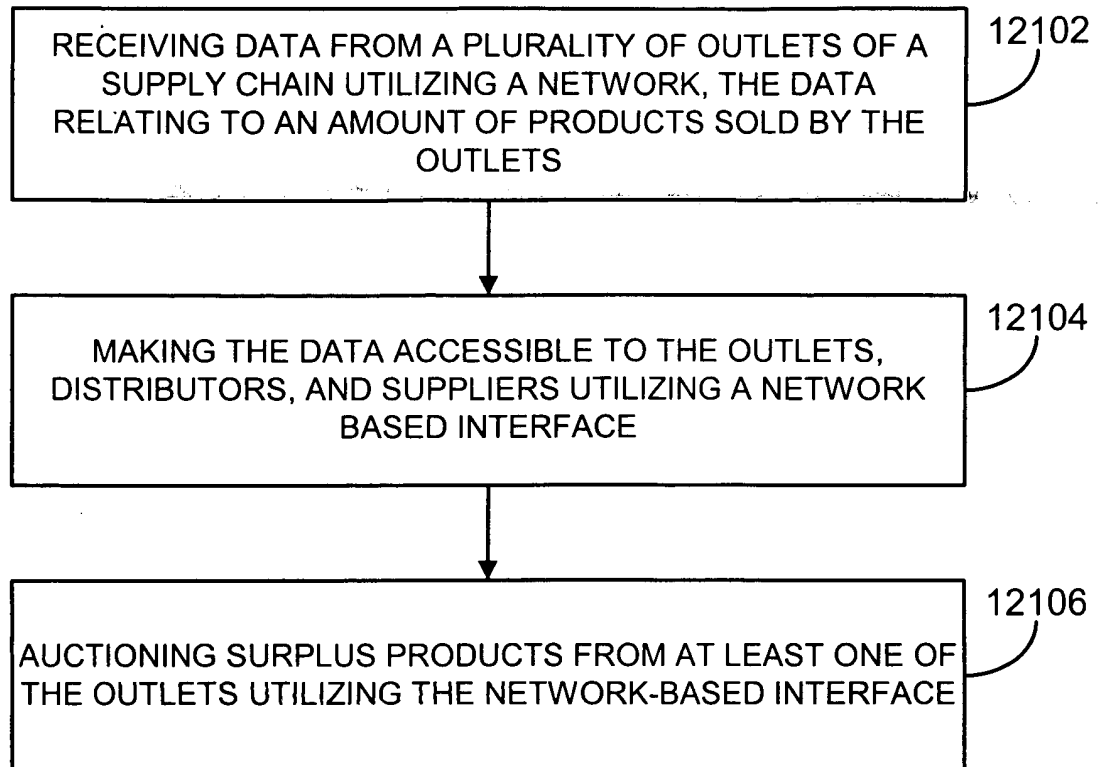


FIG. 121

12200



RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A
SUPPLY CHAIN UTILIZING A NETWORK, THE DATA
RELATING TO THE SALE OF PRODUCTS BY THE OUTLETS

12202



GENERATING AN ELECTRONIC ORDER FORM BASED ON
THE DATA FOR ORDERING PRODUCTS FROM A
DISTRIBUTOR OF THE SUPPLY CHAIN

12204



PROVIDING ACCESS TO THE DATA UTILIZING A NETWORK-
BASED INTERFACE EQUIPPED TO HANDLE SECURE
SOCKETS LAYER (SSL) PROTOCOL

12206

FIG. 122

12300

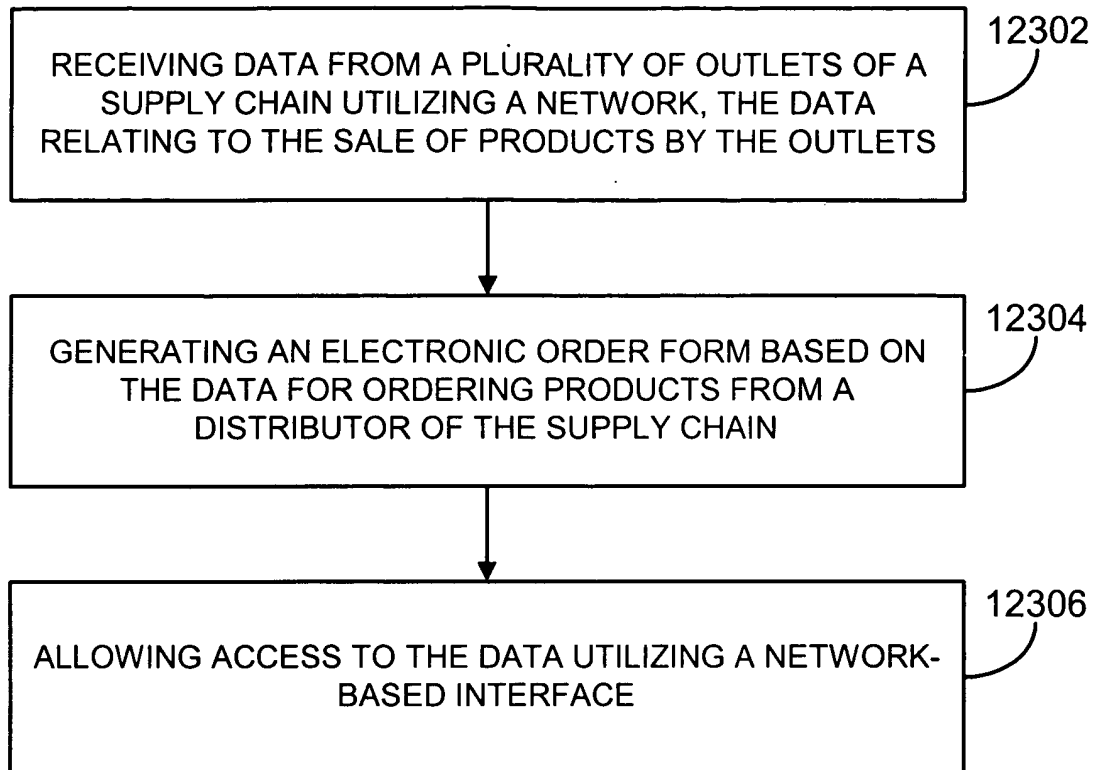


FIG. 123

12400

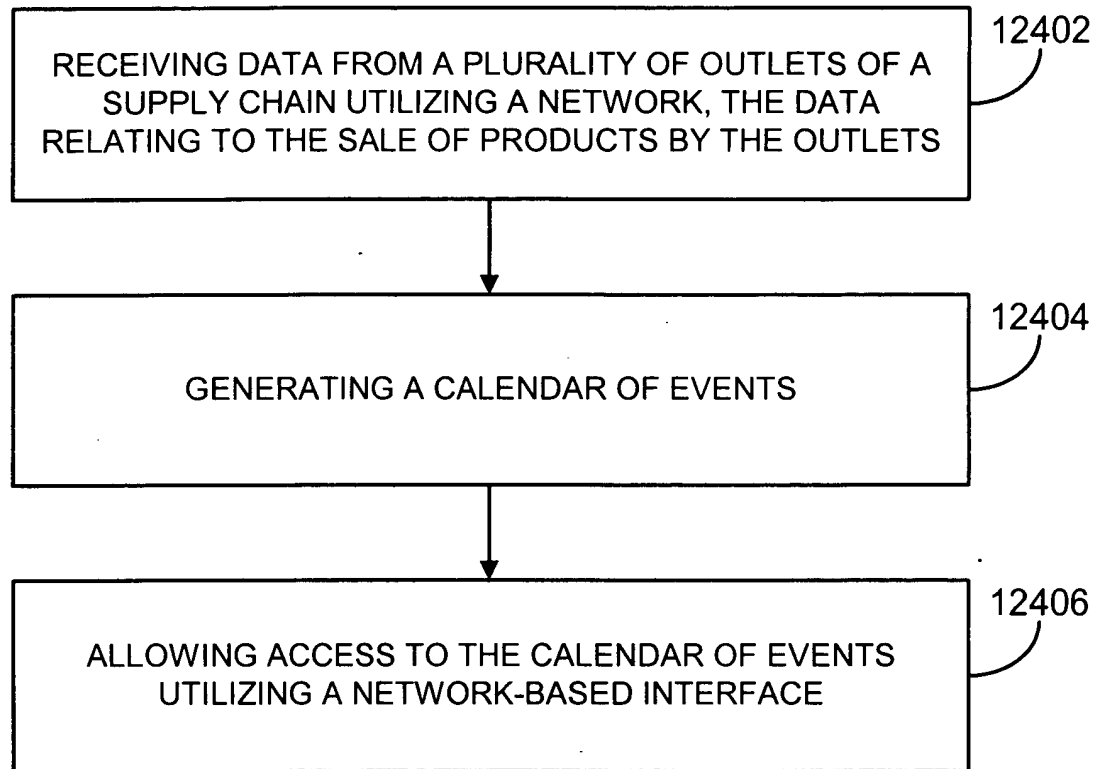


FIG. 124

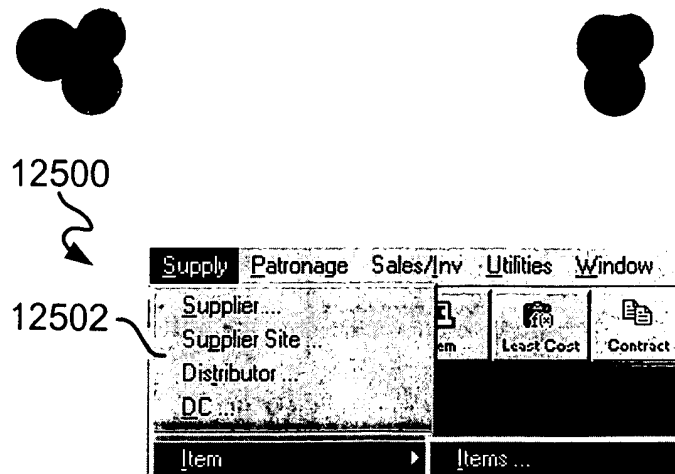


FIG. 125

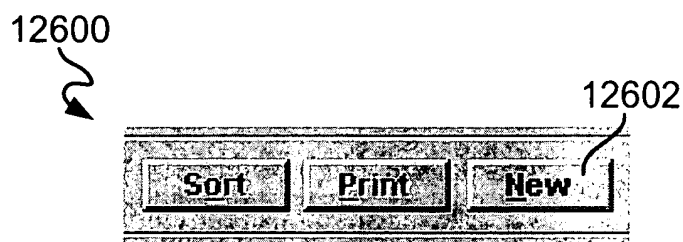


FIG. 126

A form with the following fields and labels: 'Item Desc:' with a text input field; 'Item Number:' with a text input field; 'Product Cat Code:' with a dropdown menu; 'Status Code:' with a dropdown menu showing 'Active'; and 'Item Rank:' with a dropdown menu. The label '12700' points to the 'Item Desc:' field, and '12702' points to the 'Status Code:' dropdown menu.

FIG. 127

12800



Landed Cost by Distribution Center

Item	Inv FOB	Freight	Landed	Routing
Bag - Medium	4.85	0.23	5.08	TL
Bag - Large	6.7	0.23	6.93	TL
Biscuits - Frozen	12.33	1.15	13.48	TL
Brush - Pot, Long Handle	40.2	2.02	42.22	TL
Brush - Pot, Short Handle	24	1.39	25.39	TL
Carton - Breakfast	16.59	1.1	17.69	RDC
Carton - Large Fry	29.91	0.81	30.72	RDC
Carton - Medium Fry	18.92	0.73	19.65	TLMIN

FIG. 128

12900



FIG. 129

13000

Supplier Item Desc:		Item No:	
Current:	<input checked="" type="radio"/> Yes <input type="radio"/> No	Tie Qty:	
Items per Case:	5000	High Qty:	
Innerpack Contents:	5/1000	Cases Per Pallet:	
Item Size:		Stacking Allowed:	
Case Length:		Universal Product Code:	
Case Width:		Cases Per Truckload:	1350
Case Depth:		Net Weight:	39.00
Case Dimension U/M:	INCH(S)	Gross Weight:	39.00
Item Cube:	0.95 CUBIC FEET	Weight U/M:	POUND(S)
Item Shelf Life:		BarCode:	

White Boxes Are Copied Across Suppliers / Grey Boxes Are Only Copied Within Same Supplier

FIG. 130

13100

Site Information	Site Id: 17355	Site Role: <i>FOB Shipping Point</i>
Site Name:	TYSON FOODS - NEW HOLLAND, PA	

13102

FIG. 131

13200

Site Information	Site Id: 16	FOB Shipping Point
Name:	AMERISERVE-FARMINGDALE, NY	Railroad Name:
Status:	Active <input type="checkbox"/>	Rail Sidings: <input type="checkbox"/>

FIG. 132

13300

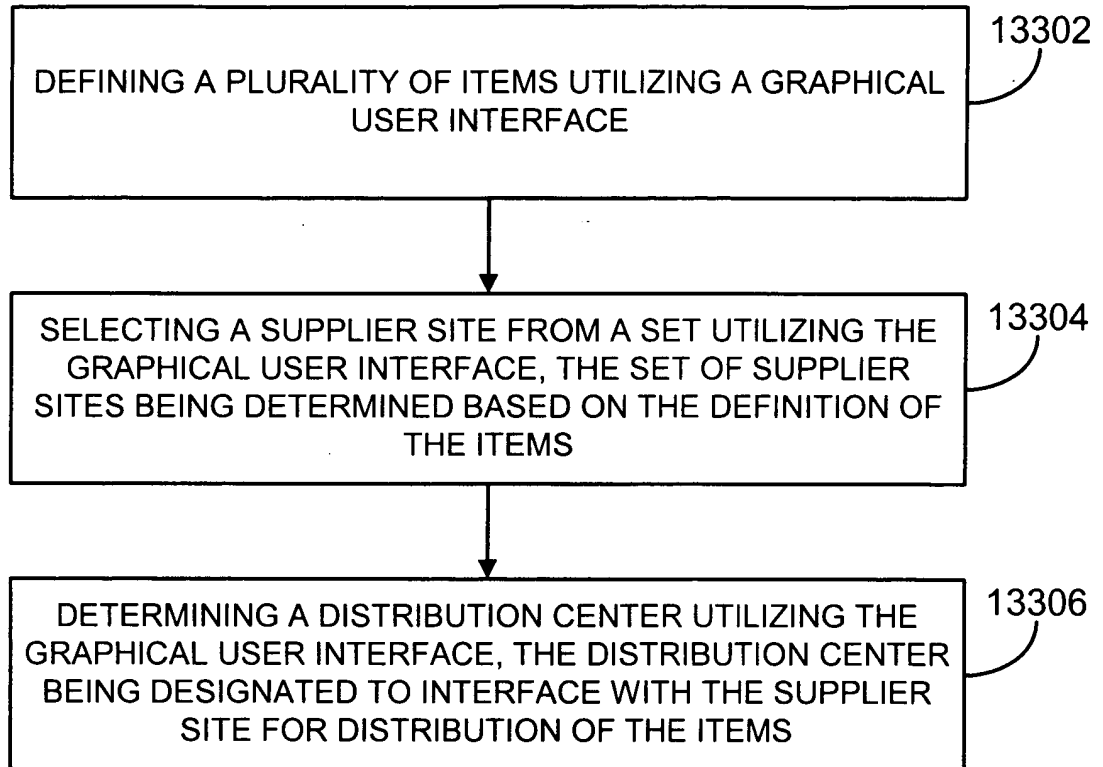


FIG. 133

13400

Item:	WRAP-BACON DOUBLE CHEESEBURGER DELUXE	Begin:	7/1/96	End:	9/1/96	Final:	<input type="checkbox"/>
Override Rules:	<input checked="" type="radio"/> Yes <input checked="" type="radio"/> No	Apply By:	Cell				

FIG. 134

13500

DC	Supplier, FOB Point
AMERISERVE-DENVER, CO	TYSON FOODS - GREEN FOREST, AR
AMERISERVE-DOUGLASVILLE, GA	TYSON FOODS - ALBERTVILLE, AL
AMERISERVE-FARMINGDALE, NY	TYSON FOODS - NEW HOLLAND, PA

FIG. 135

13600

Con FOB	Inv FOB	Freight	Landed
34.3200	34.3900	0.8400	35.2300
34.3200	34.3900	0.2900	34.6800

FIG. 136

13700

Contr	LB	Trk	Routing
96	83,600	2.0	TL
96	215,040	5.1	TL

FIG. 137

13800



FIG. 138

13900

Min Ordr	UM	Slip	Deliv.
1	TRUCKLOAD(S	Pallet	
1	TRUCKLOAD(S	Pallet	

FIG. 139

14000

Carrier	Stated Vol
Truck	83,600
Truck	215,040

FIG. 140

14200



FIG. 142

14100

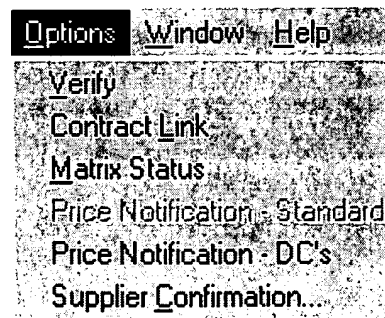


FIG. 141

14300

<u>C</u> ost	▶	Edit / View ...	F3
Commodities	▶	New (using previous matrix) ...	F4
		New (build matrix) ...	F5
<u>V</u> endor Rating	▶		
Contact Management	▶	Multi Item Price Notification ...	

FIG. 143

14400

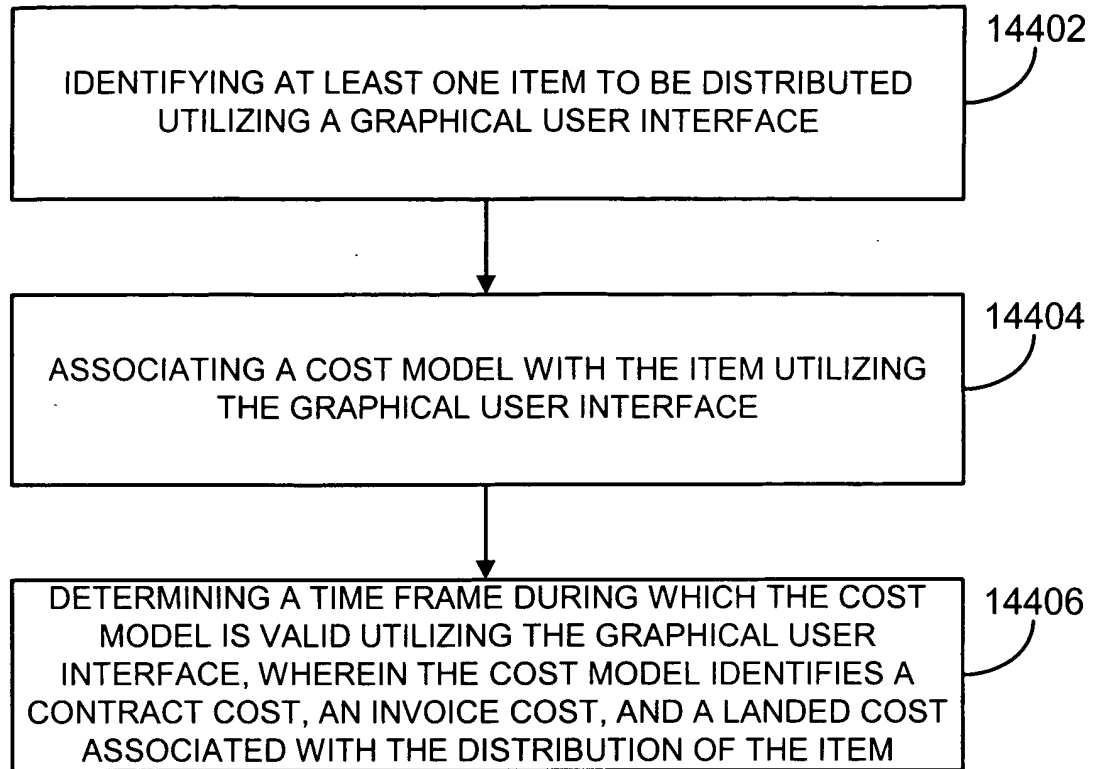


FIG. 144

14500



FIG. 145

14600

Contract ID:	673 - TYSON FOODS	
Initial Buyer Name:	Jamie Hersh	Current Buyer Name: Chris Stanton

FIG. 146

14700

Contract Start Date:	05/15/98
Contract End Date:	12/31/02
Execution Date:	5/15/98
Effective:	Shipment Date
Payment Terms:	Net 10

FIG. 147

14800



FIG. 148

14900



FIG. 149

15000

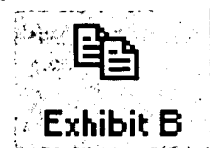


FIG. 150

15100

Select the End Dates to Use on the Exhibit			
Item Description	Cost Matrix End Date	Contract End Date	No End Date
BEEF - 77%	<input type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date
BEEF-WHOPPER 4.0 OZ	<input type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date
BEEF-WHOPPER JR. 2.8 OZ	<input type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date

FIG. 151

15200



FIG. 152

15300



FIG. 153

15400

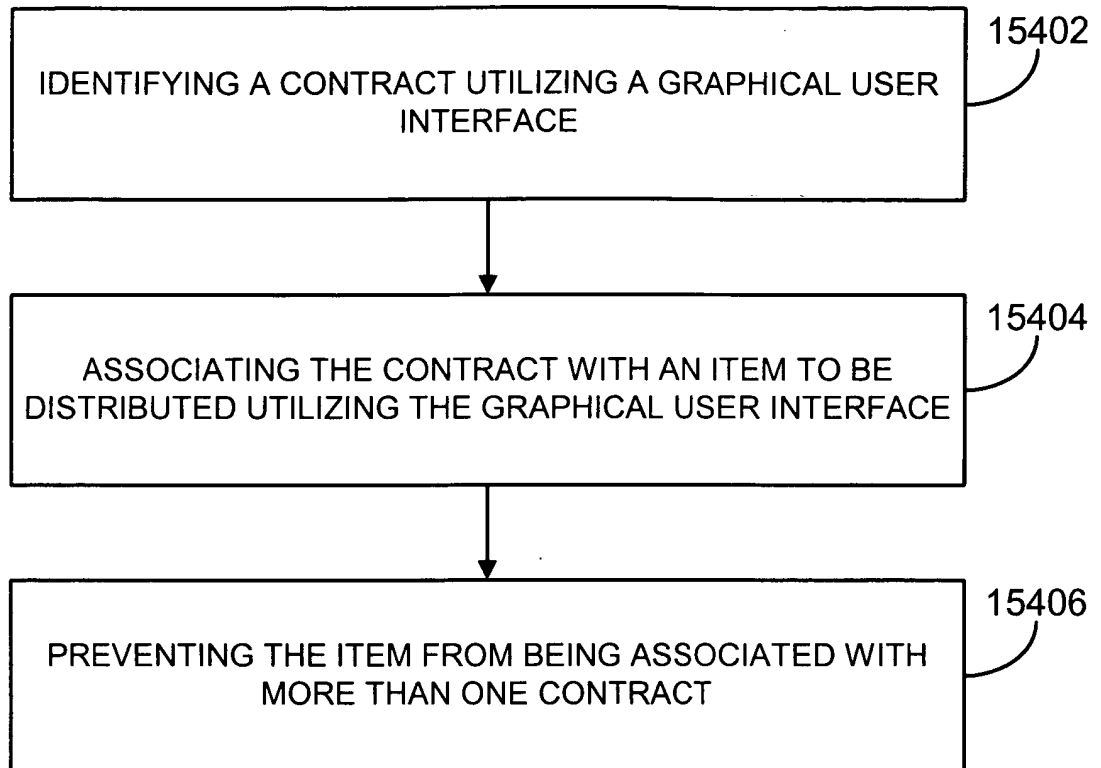


FIG. 154

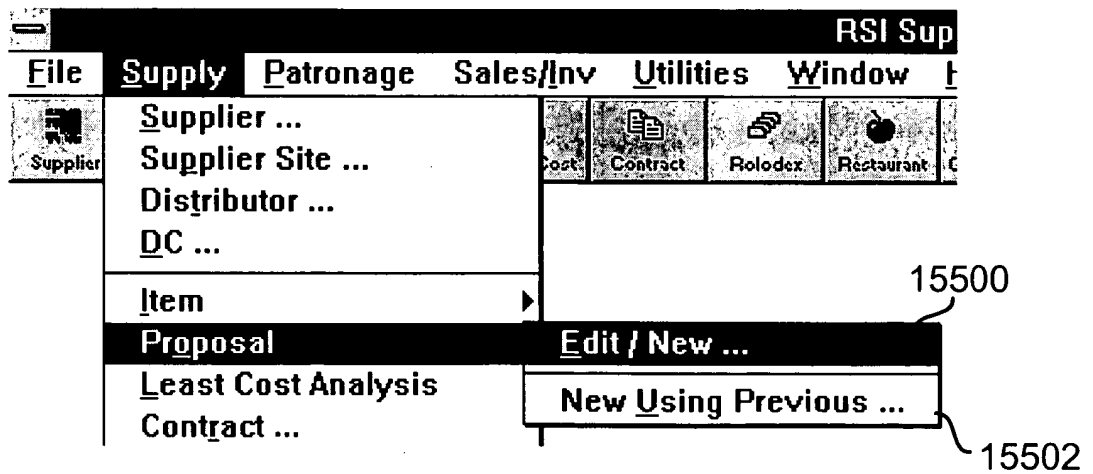


FIG. 155

15600

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info	Items	Suppliers	DCs	FOB Price	DC/Rest.	Usage	Templates	View Bid
------------------	-------	-----------	-----	-----------	----------	-------	-----------	----------

Proposal Information

Proposal ID:	1021	Proposal Due Date:	06/12/97	
Proposal Name:	Foam Hot Cups & Polystyrene Lids		Contract Begin Date:	07/01/97
Buyer Name:	Dennis Clabby		Contract End Date:	06/30/98

Actions

#	Date	Action Description
1	05/28/97	Sent this bid to Dart and also sent a request for information to WinCup.

FIG. 156

15700

New Action

Delete Act.

Print Act.

FIG. 157

15800

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info Items Suppliers DCs FOB Price DC/Rest Usage Templates View Bid

Search Query Reset

Query Values

2 Rows Selected

Item Description
CUP-HOT

Item Description
LID-HOT 12/16 OZ (DRY)
LID-HOT 8 OZ (DRY)

> >> << <

FIG. 158

15800

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info | **Items** | Suppliers | DCs | FOB Price | DC/Rest. | Usage | Templates | Recreate Bid

Search Query Reset

6 Rows Found 5 Rows Selected

Item Description		Item Description
CUP-HOT 12 OZ (PAPER)	DRY	CUP-HOT 12 OZ (DRY)
CUP-HOT 16 OZ (PAPER)	DRY	CUP-HOT 16 OZ (500 CT) (DRY)
CUP-HOT 8 OZ (PAPER)	DRY	CUP-HOT 8 OZ (DRY)
		LID-HOT 12/16 OZ (DRY)
		LID-HOT 8 OZ (DRY)

15902

15904

15906

15908

FIG. 159

16000

Main Info | Items | Suppliers | DCs | **FOB Price** | DC/Rest. | Usage | Templates | Recreate Bid

Select The Appropriate FOB Price Component Worksheet For Each Item

Item Description	FOB Price Component
MAYO-BULK	Mayonaise Components
	(None Selected)
	Generic FOB Pricing
	Mayonaise Components

FIG. 160

16100

Item	Growth %	Gross Wgt.	Item Cube	Contract Period
CHICKEN-BK BROILER	5.00%	32	1.28	09/01/97 to 12/31/97
CHICKEN-PATTY	7.00%	37.00	1.09	
CHICKEN-TENDERS	0.00%	25.00	1.06	

Distribution Center	Previous Case Usage	Projected Rest. Count	Covg. Factor	Avg. # RM	DC/Item Growth	Projected Unit Usage
POST-ALBUQUERQ	576	30	99.34%	6.03	5.00%	755
POST-DENVER	833	39	99.05%	6.68	5.00%	1,083
POST-SALT LAKE	116	2	80.00%	5.46	5.00%	37

FIG. 161

16200

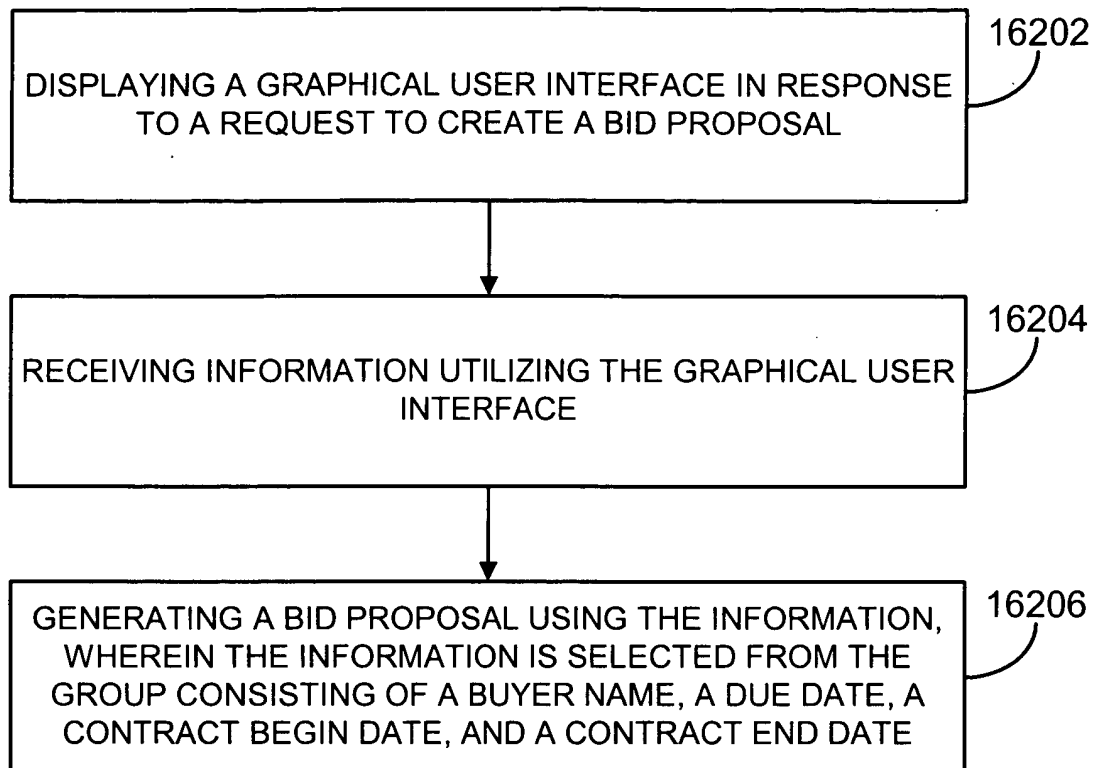


FIG. 162

16300

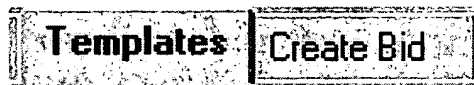


FIG. 163

16400

	<i>Supply</i>	<i>MS</i>	<i>Editable</i>
		<i>Word</i>	<i>Y/N</i>
Bid Proposal Cover Letter	?		Y
General Terms and Conditions		?	N
Usage Estimates	?		N
Supplier Facility Worksheets	?		N
Item Information Worksheets	?		N
Sample Supply Agreement		?	N
BK Specification Request		?	N
FOB Price Component		?	Y
Truckload Freight Worksheet	?		N
LTL Freight Worksheet	?		N

FIG. 164

16500

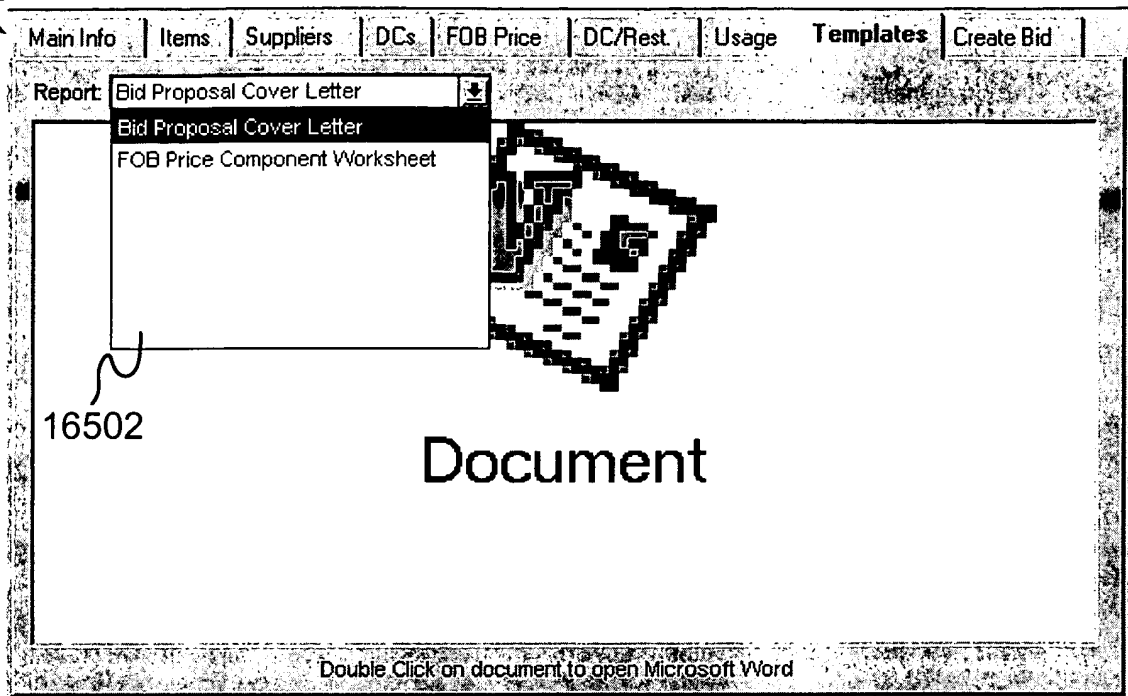


FIG. 165

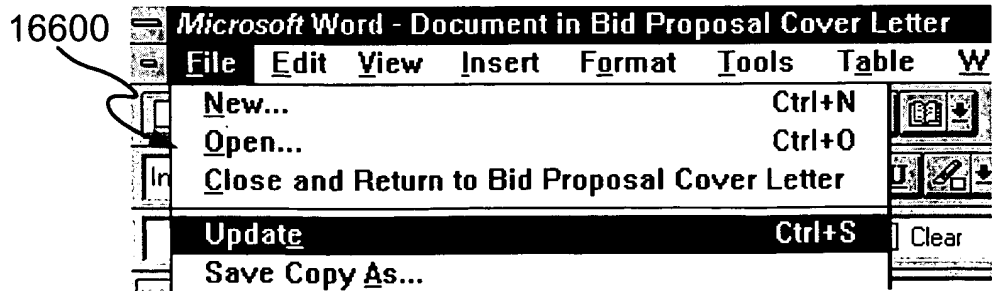


FIG. 166

16700

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest. | Usage | Templates | Create Bid

Bid Proposal Sent ☐

Bid Proposal Will Include Checked Documents

General	Cost
Bid Proposal Cover Letter <input checked="" type="checkbox"/>	FOB Price Component Worksheet <input checked="" type="checkbox"/>
General Terms & Conditions <input checked="" type="checkbox"/>	Truckload Freight Worksheet <input checked="" type="checkbox"/>
Usage Estimates <input checked="" type="checkbox"/>	LTL Freight Worksheet <input checked="" type="checkbox"/>
Supplier Facility Worksheet <input checked="" type="checkbox"/>	
Item Information Worksheet <input checked="" type="checkbox"/>	Blank Sheets
Sample Supply Agreement <input checked="" type="checkbox"/>	Supplier Facility Worksheet <input checked="" type="checkbox"/>
BK Specification Request <input checked="" type="checkbox"/>	Item Information Worksheet <input checked="" type="checkbox"/>
	FOB Price Component Worksheet <input checked="" type="checkbox"/>
	Truckload Freight Worksheet <input checked="" type="checkbox"/>
	LTL Freight Worksheet <input checked="" type="checkbox"/>

* LTL Freight Worksheet will be printed by system if necessary

FIG. 167

16800

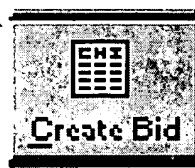


FIG. 168

16900

Report: 7/2/97

Item Information Worksheet	Supplier: (all)
Bid Proposal Cover Letter	
FOB Price Component Worksheet	
General Terms & Conditions	
Item Information Worksheet	Restaurant Services, Inc.
LTL Freight Worksheet	Item Information Worksheet
Sample Supply Agreement	ATTY
Supplier Facility Worksheet	DS

FIG. 169

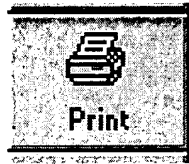


FIG. 170



FIG. 171

17200

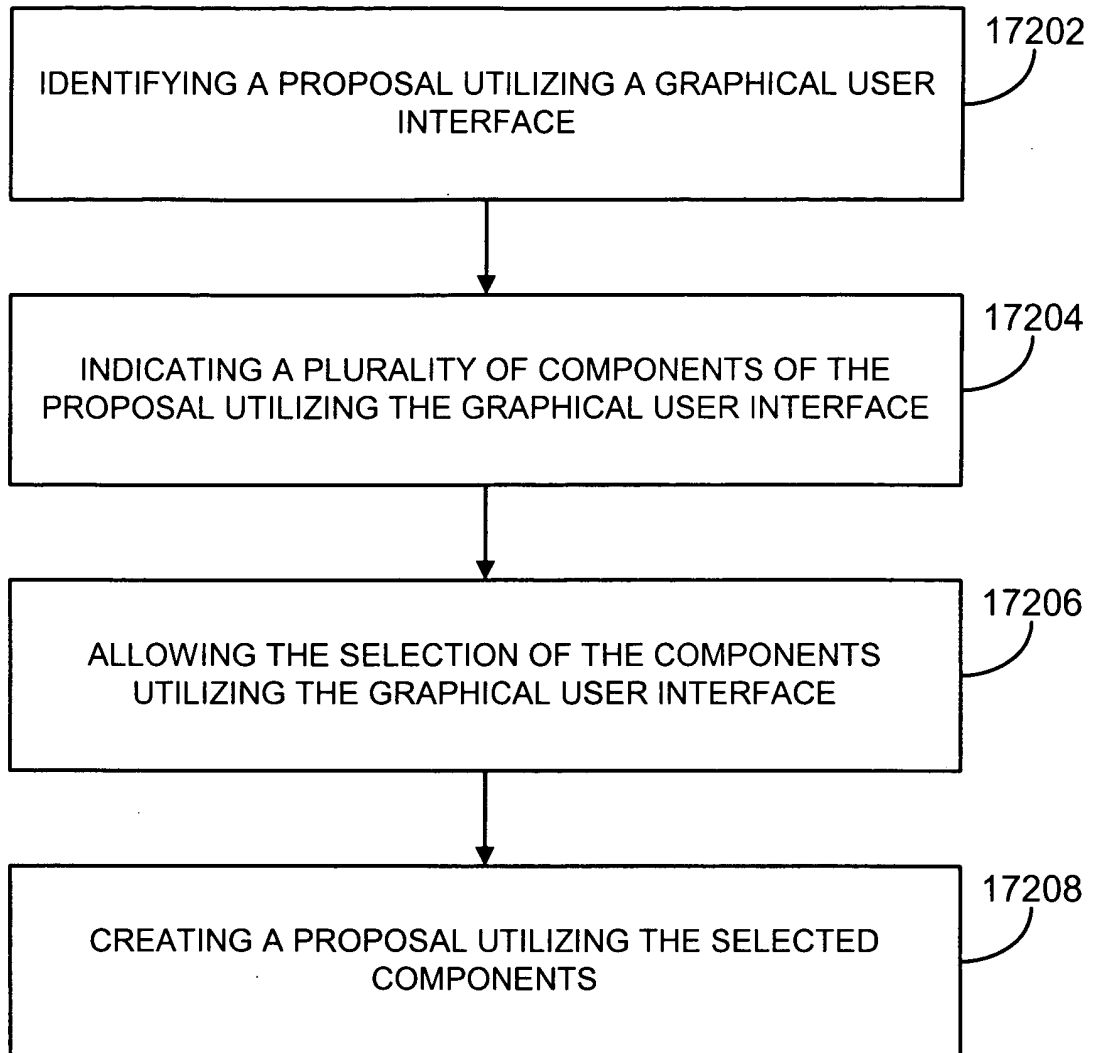


FIG. 172

17300



FIG. 173

17400

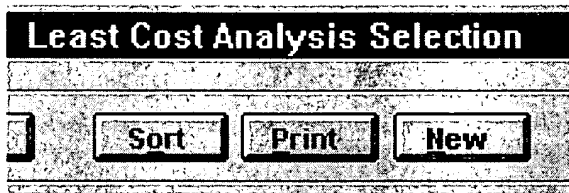


FIG. 174

17500

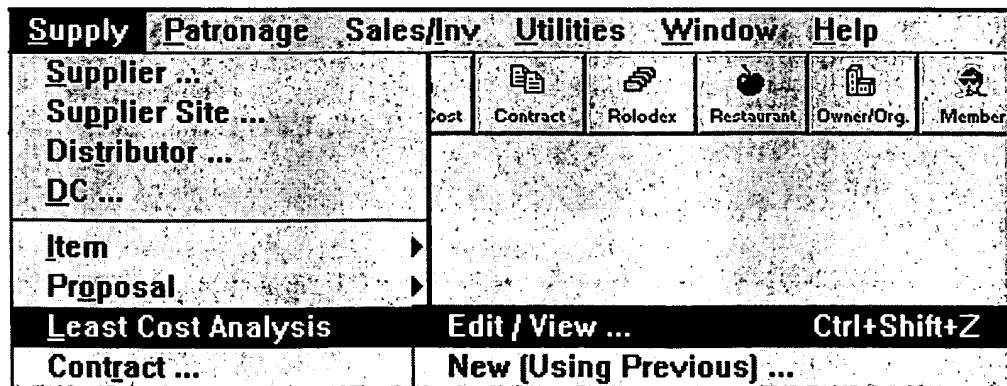



FIG. 175

Bid Proposal Name:	(None)	
	Foam Hot Cups & Polystyrene Lids (07/01/97 to 06/30/98)	
	Ham, Sausage, Bacon Freight Bid (10/01/97 to 12/31/97)	

17600



FIG. 176

17700

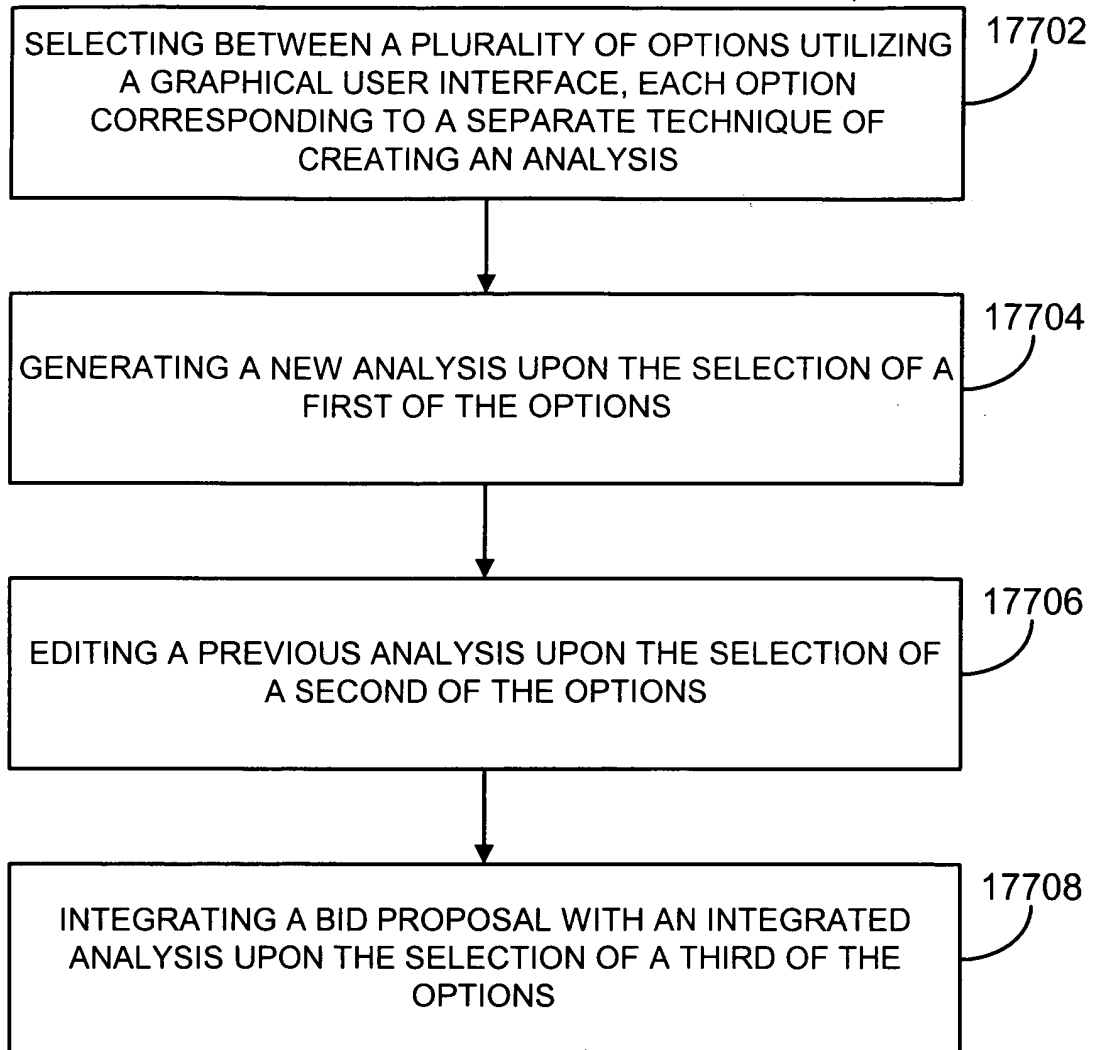


FIG. 177

17800

Analysis Name:	Hash Brown Actual		
Analysis ID:	1036		
Buyer:	Dennis Clabby		
Period of Agreement:	10/1/97	THRU	9/30/98
Unit Of Measure:	CASE(S)		

FIG. 178

17900

Version (1) of (9)		Base version
What is the max # of FOB points to allocate to each DC.?	One FOB	
What is pricing method for this version ?	FOB + Freight	
What is the RSI Invoice FOB Upcharge (Downcharge) ?	0.0000	
Override RDC Truckload Validation?	No	
Solution Strategy:	Standard	Last Revision: 9/15/97 1:04 PM

FIG. 179

18000

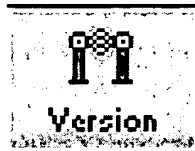


FIG. 180

18100

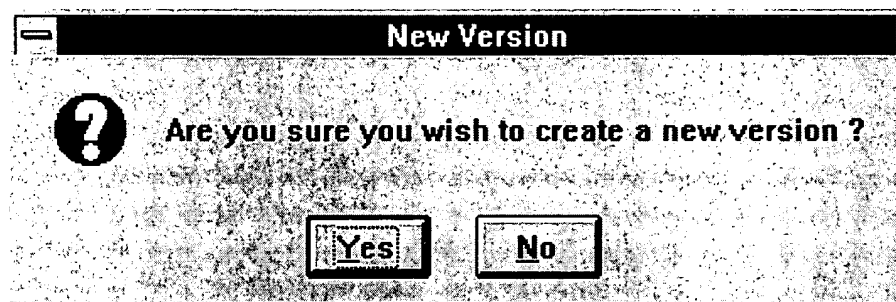


FIG. 181

18200

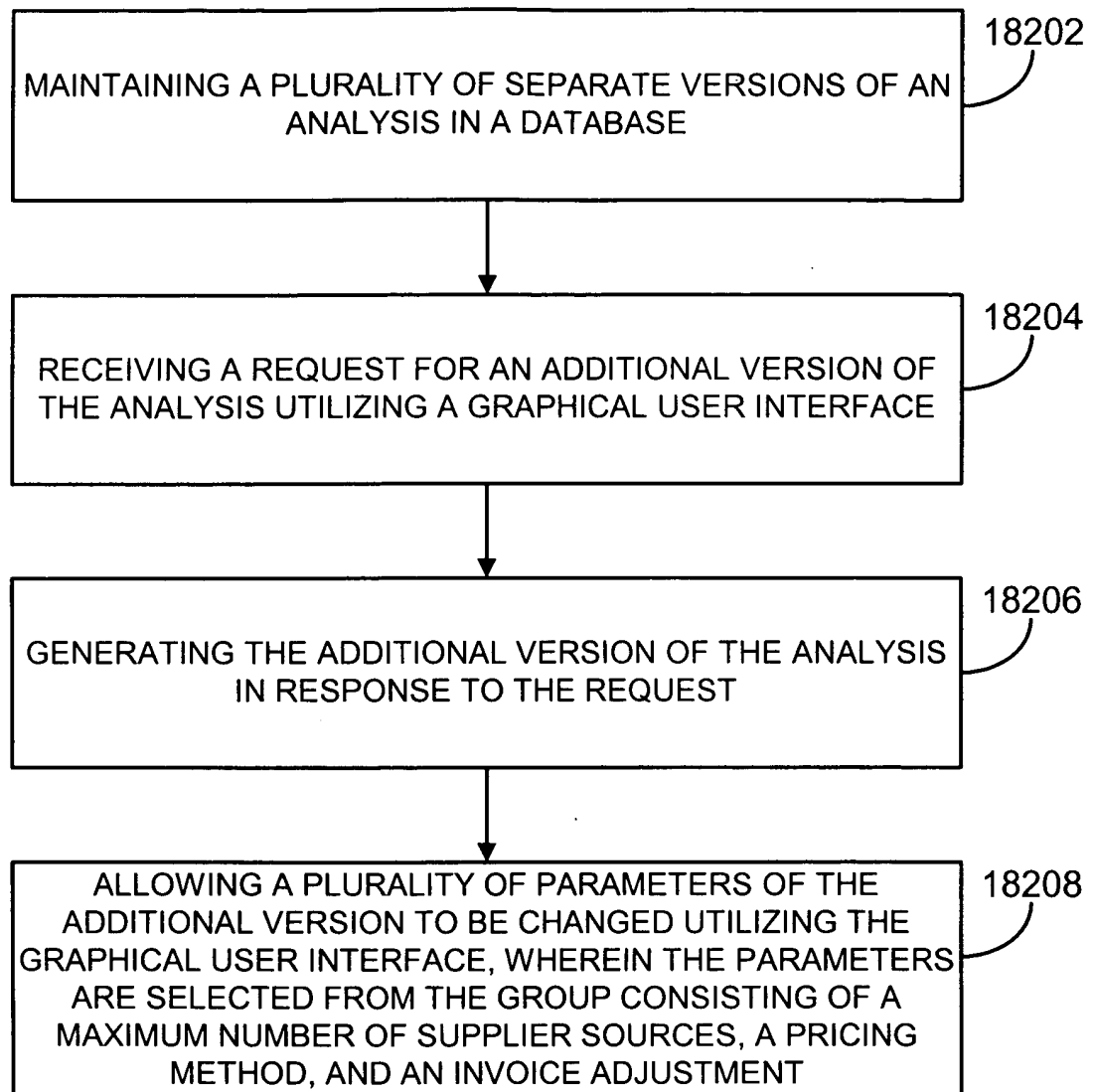


FIG. 182

18300

Search Query Reset

Query Values 7 Rows Selected

Supplier FOB	Supplier FOB
DOP	DOPACO-DOWNTOWN, PA
	DOPACO-KINSTON, NC
	DOPACO-ST. CHARLES, IL
	DOPACO-STOCKTON, CA
	IMPERIAL BONDWARE-SHELBYVILLE, IL

> >>

18302

FIG. 183

Item Description	Conv. Factor
FRIES-COATED (FRZN)	36

18402

FIG. 184

[illegible]

18500

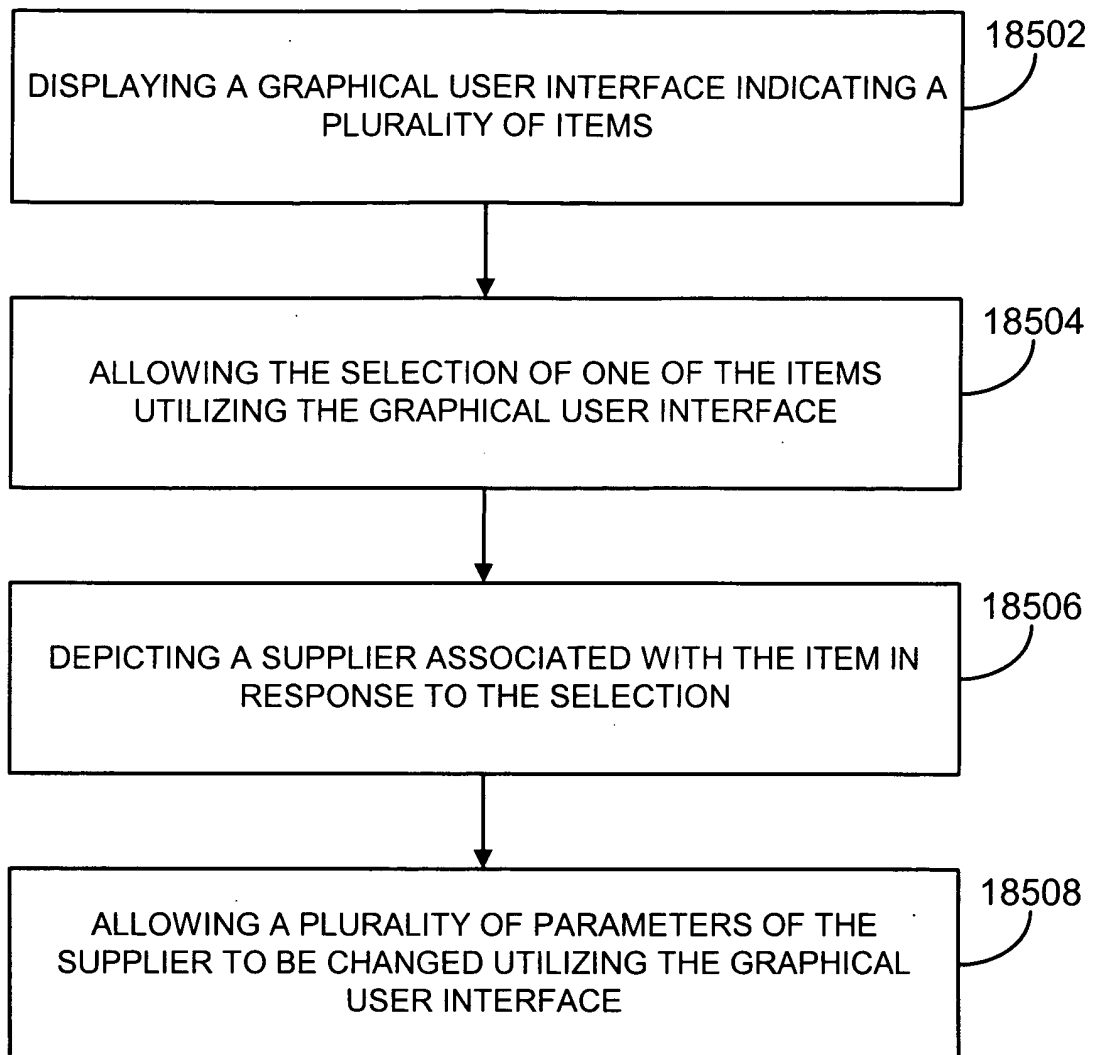


FIG. 185

18600

Item Description	Supplier FOB
CUP-COLD 16 OZ	DOPACO-DOWNTOWN, PA
CUP-COLD 22 OZ	DOPACO-DOWNTOWN, PA
CUP-COLD 32 OZ	DOPACO-DOWNTOWN, PA

Supplier Item Desc:	16 OZ COLD CUP	Item No:	CP2942
Items per Case:		Tie Qty:	5
Innerpack Contents:	1200	High Qty:	5
Item Size:		Cases Per Pallet:	25
Item Shelf Life:		Stacking Allowed:	<input checked="" type="radio"/> Yes <input type="radio"/> No
Case Length:	22.125	Mandatory Case Cube:	3.43 CUBIC FEET
Case Width:	15.125	Cases Per Truckload:	769
Case Depth:	17.75	Gross Weight:	29.28 POUND(S)
Case U/M	INCHES	Net Weight:	27.28 POUND(S)

FIG. 186

18700

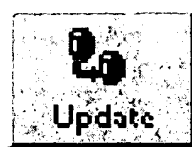


FIG. 187

18800

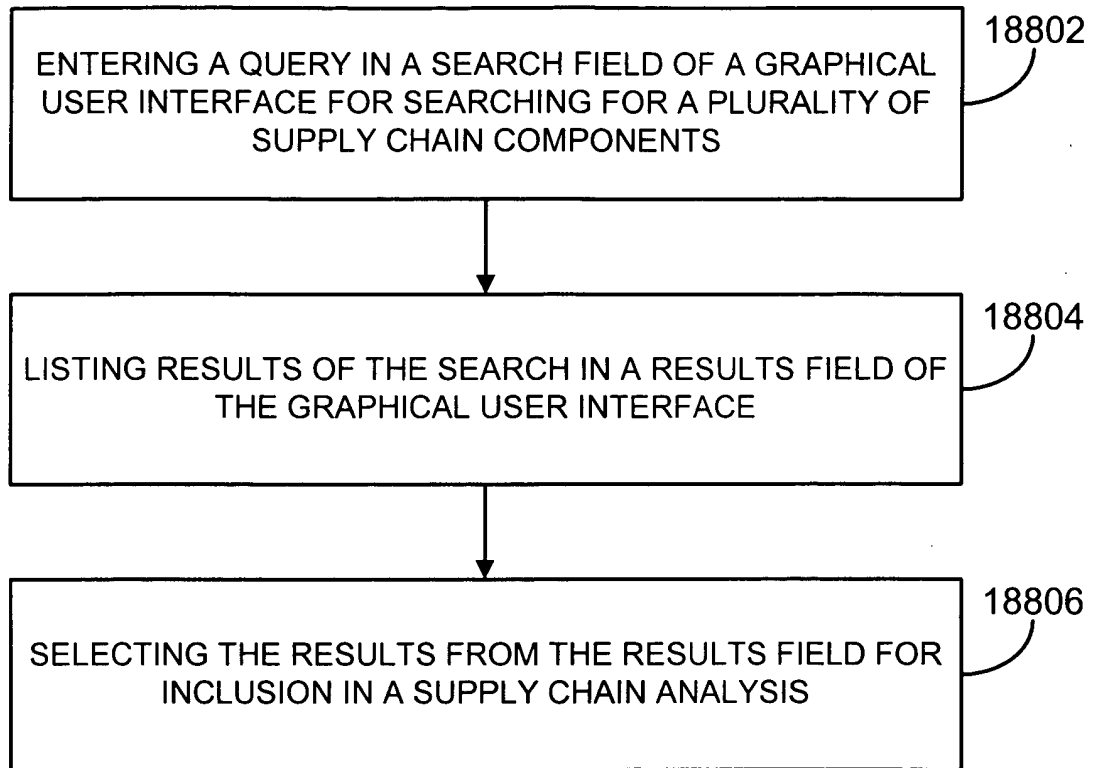


FIG. 188

18900

Supplier	Terms	SLP/PLT	Minimum	Maximum	Include
CAVENDISH FARMS		↓ Pallet ↓			<input checked="" type="radio"/> Yes <input type="radio"/> No
J.R. SIMPLOT COMPANY		↓ Pallet ↓			<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC.		↓ Pallet ↓	200,000,000		<input checked="" type="radio"/> Yes <input type="radio"/> No
Supplier FOB			Minimum	Maximum	Include
LAMB-WESTON, INC.-PASCO, WA			90,000,000	110,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC.-RICHLAND WA			0	55,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC.-AMERICAN FALLS ID			90,000,000	110,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No

FIG. 189

19000

Supplier	Terms	SLP/PLT	Minimum	Maximum	Include
MCCAIN FOODS		↓ Pallet ↓			<input type="radio"/> Yes <input checked="" type="radio"/> No
NESTLE FOOD COMPANY		↓ Pallet ↓			<input checked="" type="radio"/> Yes <input type="radio"/> No
ORE-IDA FOODS		↓ Pallet ↓	225,000,000		<input checked="" type="radio"/> Yes <input type="radio"/> No
Supplier FOB			Minimum	Maximum	Include
MCCAIN FOODS LTD.-PRINCE EDWARD ISLAND			18,000,000	30,000,000	<input type="radio"/> Yes <input checked="" type="radio"/> No
MCCAIN FOODS LTD.-PORTAGE LE PRAIRIE			45,000,000	50,000,000	<input type="radio"/> Yes <input checked="" type="radio"/> No
MCCAIN FOODS, INC.-OTHELLO, WA			27,000,000	132,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No

FIG. 190

19100

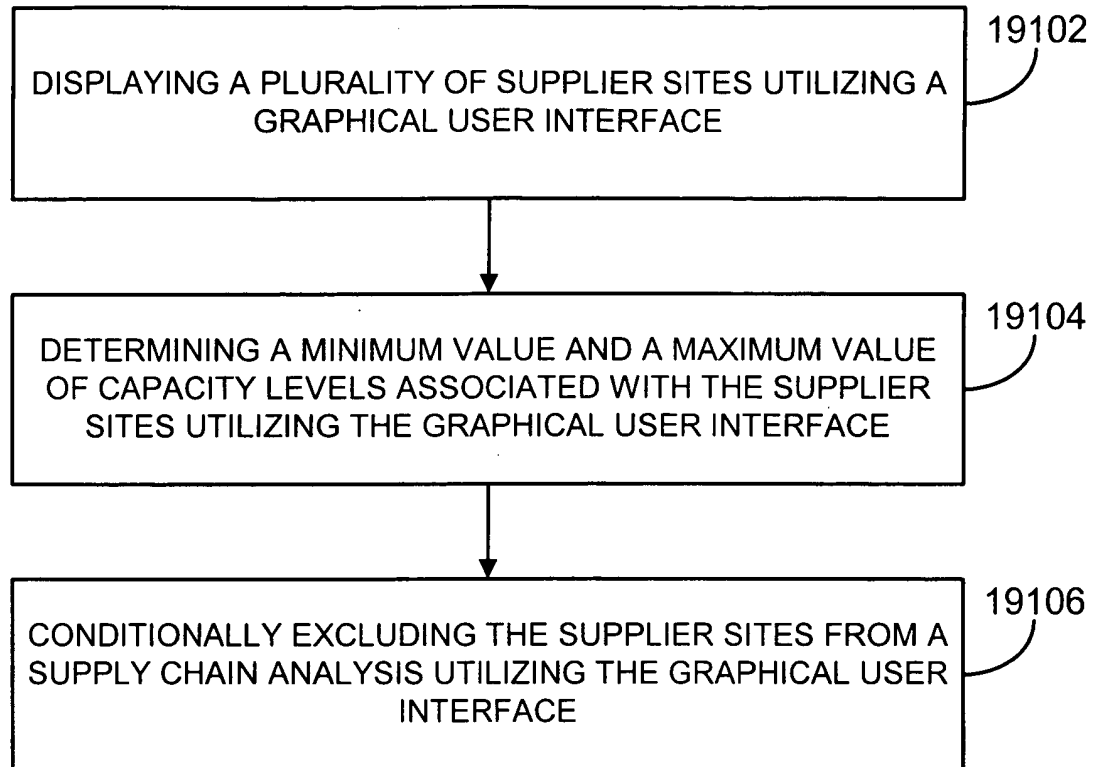


FIG. 191

19200

Supplier	#	Volume	
HUDSON INDUSTRIES	0		
INTERNATIONAL DIVERSE FOODS	0		
SUPERIOR COFFEE & FOODS	0		

Supplier, FOB	Item	Cont FOB	#	Volume
HUDSON INDUSTRIES-TROY, AL	MAYO-BULK	8.4200	0	
HUDSON INDUSTRIES-TROY, AL	SAUCE-BULK-TARTAR	9.2300	0	

FIG. 192

19300

Supplier	#	Volume
SSI FOOD SERVICES	0	
TEXAS AMERICAN FOOD SERVICE	0	
WHITEFORD FOODS	0	

Supplier FOB	Item	Cont FOB	#	Volume
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0026	0	
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0016	1	2,090,000
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0010	2	2,508,000

FIG. 193

19400

Supplier	#	Volume
VENTURA FOODS	0	
VENTURA FOODS	1	100,000

Supplier, FOB	Item	Cont FOB	#	Volume
VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BULK	8.9400	0	
VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BULK	8.8400	1	
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-BULK-TARTAR	9.5100	0	
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-BULK-TARTAR	9.4100	1	
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	9.1200	0	
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	9.0200	1	
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK-TARTAR	9.5800	0	
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK-TARTAR	9.4800	1	

FIG. 194

FIG. 195

[illegible]

19600

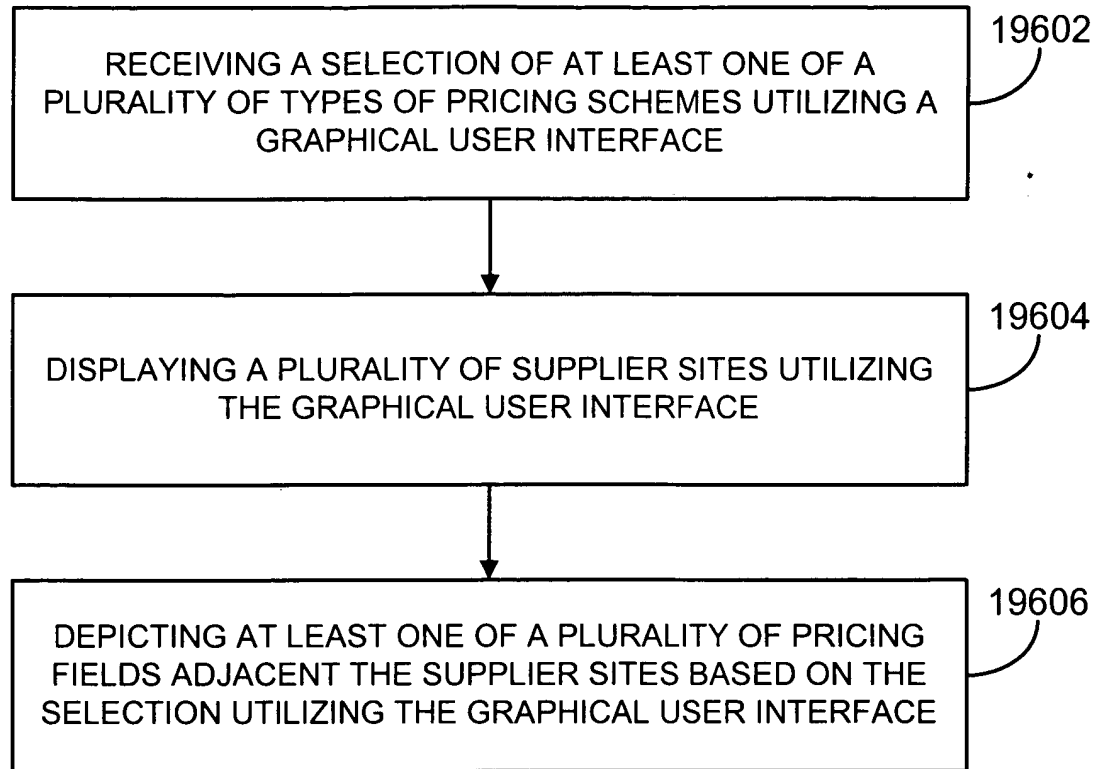


FIG. 196

19700

Total Rest. Growth Amount		Usage Period	
5.00% ~ 19702		09/01/97 to 08/31/98	
Distribution Center	Current Rest. Count	Restaurant Growth %	Projected Avg. Rest. Count
AMERISERVEPOST-ALBUQUERQUE	27	5.00%	28
AMERISERVEPOST-DENVER	35	5.00%	37
AMERISERVEPOST-SALT LAKE, UT	2	5.00%	2
AMERISERVE-OMAHA, NE	166	5.00%	174

FIG. 197

19800

Item	Item Growth %	Usage Period
CHICKEN-PATTY	.000	

Distribution Center	Previous Usage	Projected Rest. Count	Covg. Factor	Avg. # RM	DC/Item Growth	Projected Usage
AMER-OMAMA	44,035	166	98.49%	24.12	4.00%	49,205
AMER-PLYMOUTH	37,141	177	100.00%	18.30	5.00%	40,823
AMER-MILWAUK	38,520	188	100.00%	19.02	0.00%	42,909

FIG. 198

19900

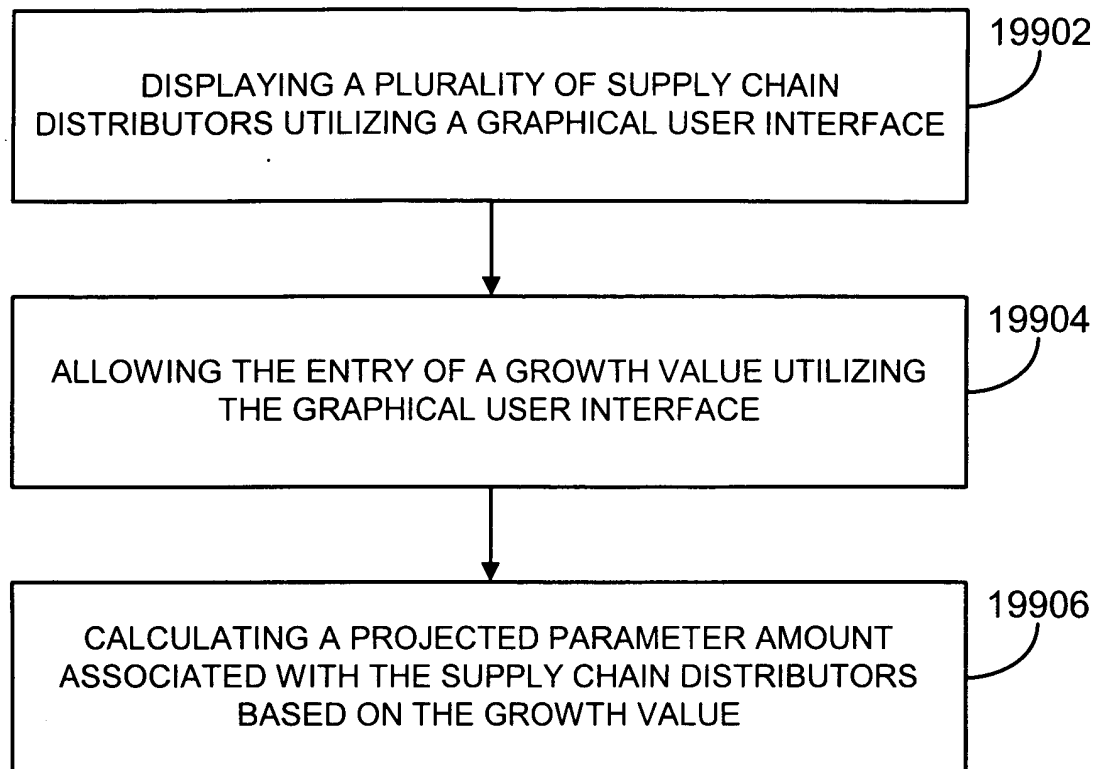


FIG. 199

20000

Supplier FOB		Address	
CAVENDISH FARMS	Dieppe	NB	E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99999
LAMB-WESTON, INC.-AMERICAN FALLS, ID	American Falls	ID	83211

Distribution Center	Lane Restriction			Honor TL Rate
AMERISERVE\POST-ALBUQUERQUE	<input type="radio"/> Solver	<input type="radio"/> Required	<input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE\POST-DENVER	<input type="radio"/> Solver	<input type="radio"/> Required	<input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE\POST-SALT LAKE, UT	<input type="radio"/> Solver	<input type="radio"/> Required	<input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE-OMAHA, NE	<input type="radio"/> Solver	<input type="radio"/> Required	<input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE-PLYMOUTH, MN	<input type="radio"/> Solver	<input type="radio"/> Required	<input checked="" type="radio"/> Excluded	<input type="checkbox"/>

FIG. 200

20002

20100

Supplier FOB		Address	
CAVENDISH FARMS	Dieppe	NB	E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99999
LAMB-WESTON, INC.-AMERICAN FALLS, ID	American Falls	ID	83211

Distribution Center	Lane Restriction		
AMERISERVE\POST-ALBUQUERQUE	<input type="radio"/> Solver	<input checked="" type="radio"/> Required	<input type="radio"/> Excluded
AMERISERVE\POST-DENVER	<input checked="" type="radio"/> Solver	<input type="radio"/> Required	<input type="radio"/> Excluded

FIG. 201

20200


Invalid Selection	
	AMERISERVE\POST-ALBUQUERQUE is already required by J.R. SIMPLOT COMPANY-HERMISTON, OR.
<input type="button" value="OK"/>	

FIG. 202

20300

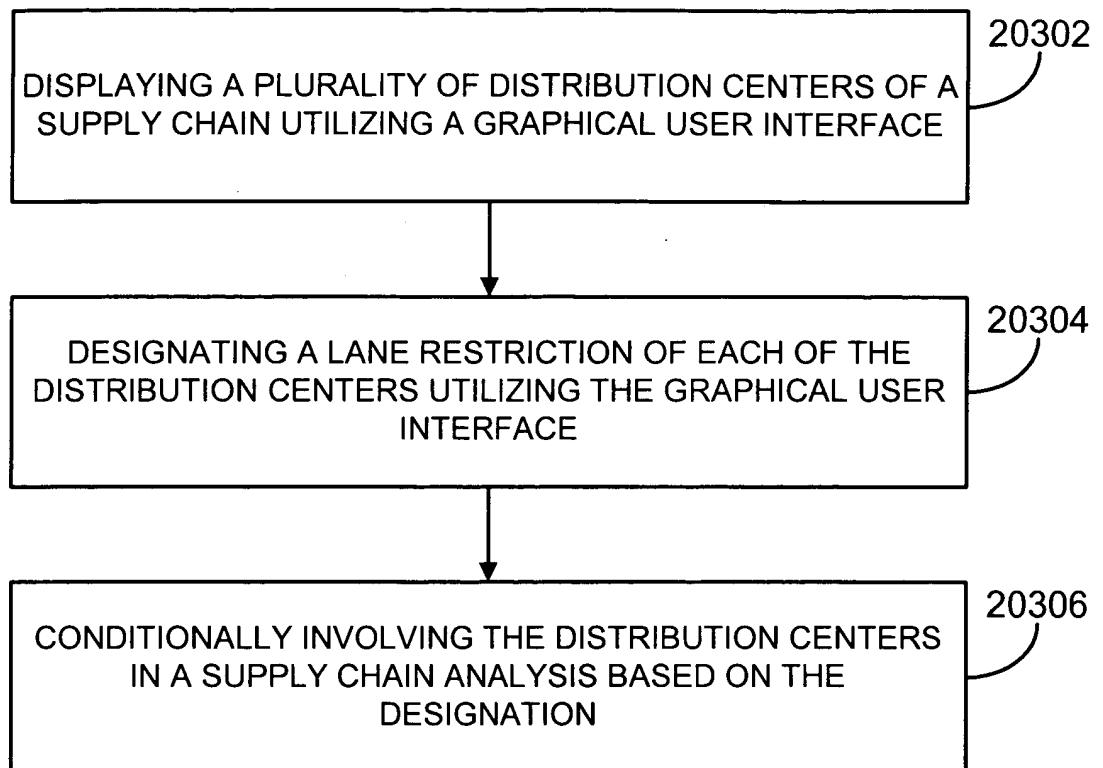


FIG. 203

20400

Supplier FOB		Address	
CAVENDISH FARMS	Dieppe	NB	E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99999
LAMB-WESTON, INC.-AMERICAN FALLS ID	American Falls	ID	83211

Distribution Center	Truckload Freight	Lane Distance
AMERISERVEPOST-ALBUQUERQUE	1,617	
AMERISERVEPOST-DENVER	1,277	
AMERISERVEPOST-SALT LAKE,UT	691	

FIG. 204

20500

Supplier FOB		Address	
O.K. FOODS-FORT SMITH AR	Fort Smith	AR	72904
TYSON FOODS-GREEN FORREST, AR	Green Forest	AR	72638
TYSON FOODS-RUSSELVILLE AR	Russelville	AR	72801

Distribution Center	Weight	LTL Minimum	0 to 1,000 LBS	1,001 to 5,000 LBS	5,001 to 10,000 LBS	10,001 to 20,000 LBS	20,000 LBS +
PS-ATLANTA	15,000					1.10	
PS-BURLINGTON	15,000	400.00				1.20	

FIG. 205

20600

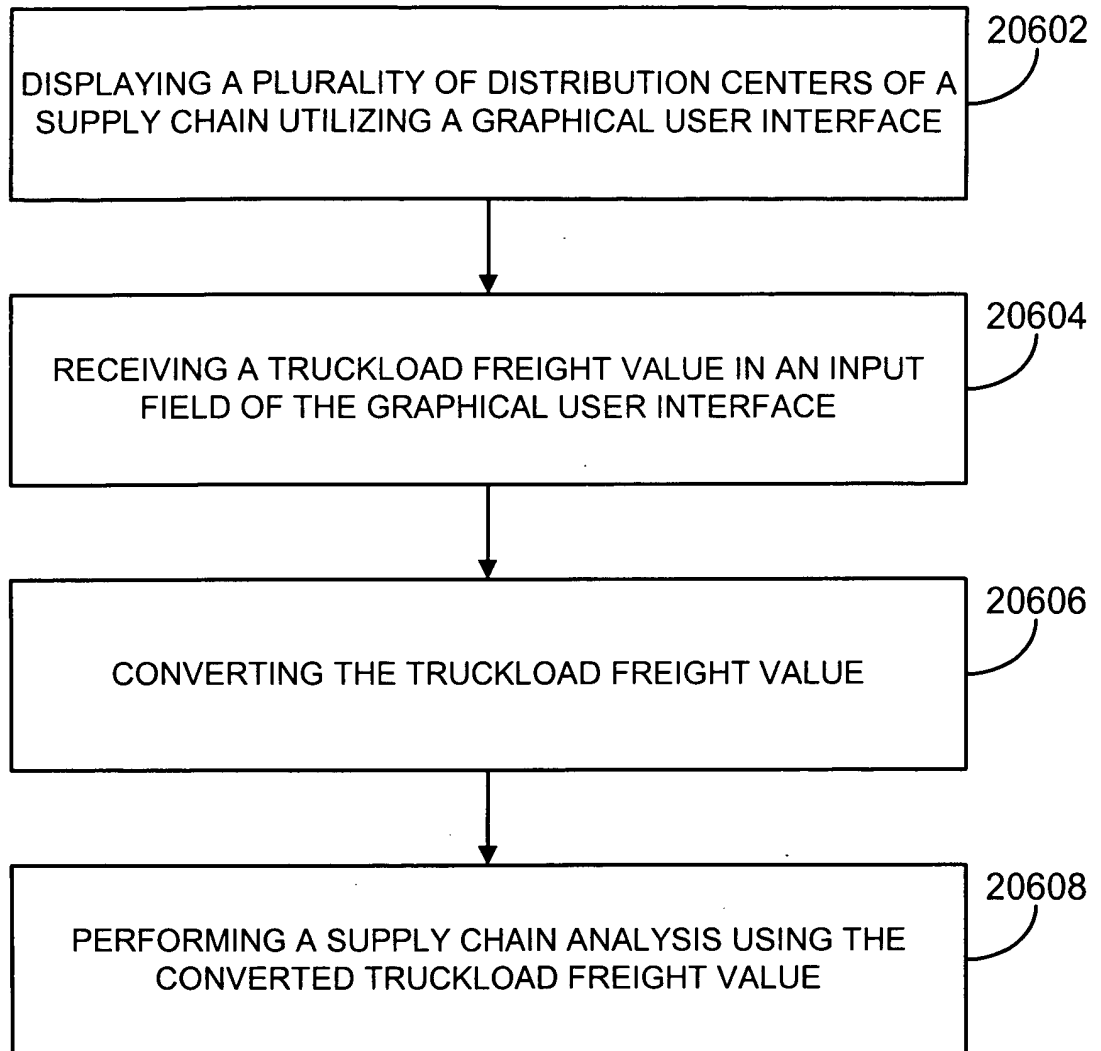


FIG. 206

20700



Analysis Region		Force FOB	
MCCABE-PORTLAND/RNW-ANCHORAGE		<input type="radio"/> Yes	<input checked="" type="radio"/> No
Distribution Center Name		Site Role	
MCCABE QUALITY FOODS-PORTLAND		Corporate & FOB Point	
RESTAURANTS NW-ANCHORAGE		Corporate & FOB Point	

FIG. 207

20800

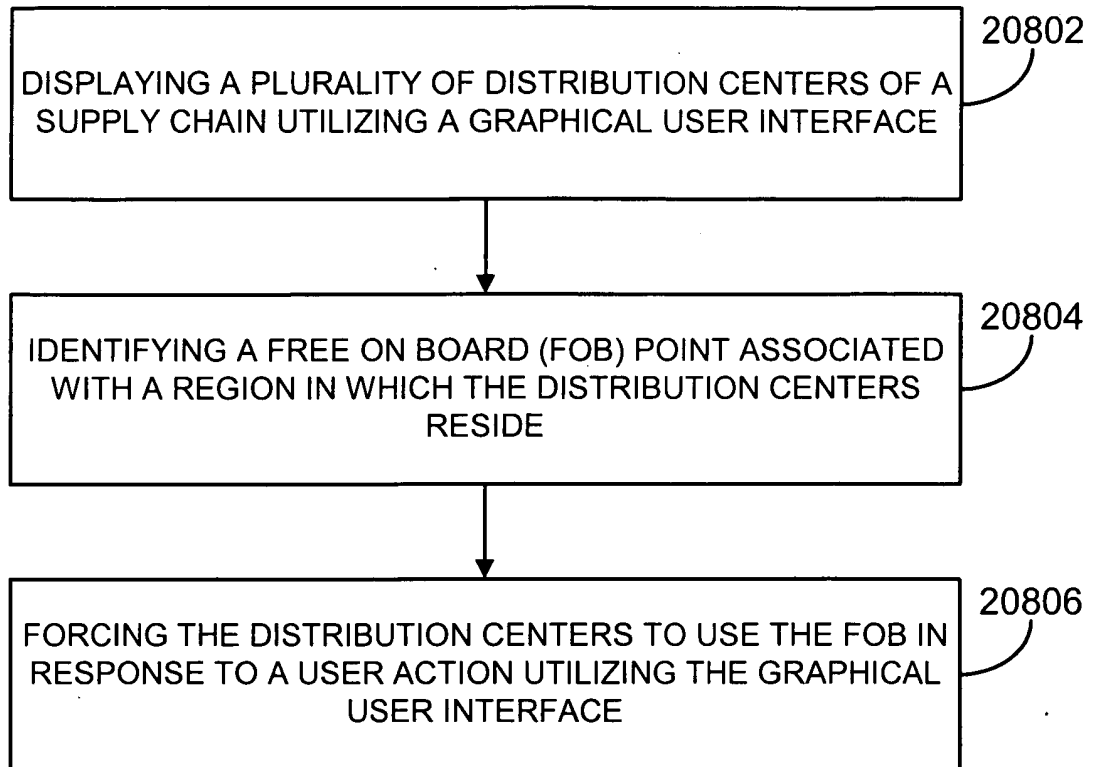


FIG. 208

20900

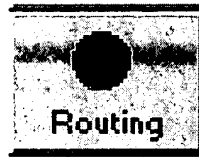


FIG. 209

21000

A screenshot of a "Report Selection" dialog box. It contains fields for "Report Type" (set to "Optimal Product Routing"), "Report Name" (set to "Freight Information Provided"), "Report Parameters" (Supplier, Supplier FOB, Distribution Center, all set to "(All)"), and a "Version" dropdown (set to "Base Version"). A list on the right shows various report options, with "Freight Information Provided" selected.

Report Selection	
Report Type:	Report Name:
Optimal Product Routing	Freight Information Provided
Report Parameters:	
Supplier:	(All)
Supplier FOB:	(All)
Distribution Center:	(All)
Version:	Base Version
Report List:	
Freight Information Provided	
LTL Routing Grid By Lane	
Routing Results By Lane	
Routing Results By Lane, Item	
Routing Results w/ RDC Breakout By Lane	
Routing Results w/ RDC Breakout By Lane, Item	
TL Freight Variance Analysis	

FIG. 210

21100

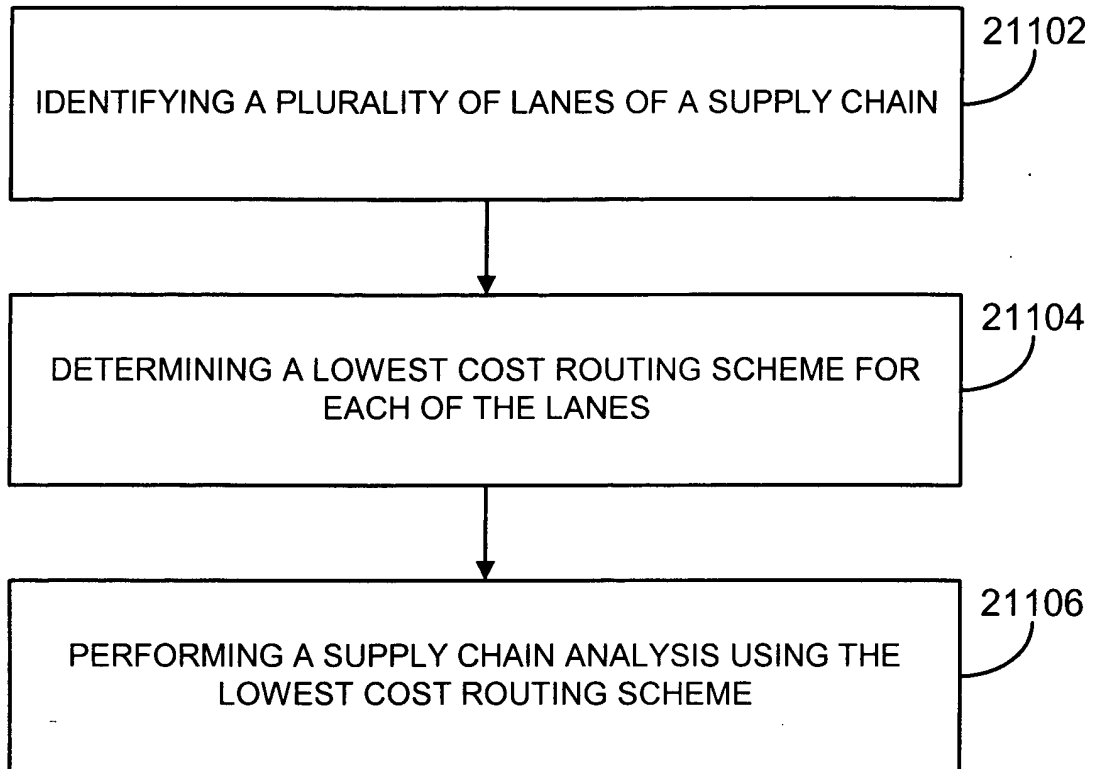


FIG. 211

21200

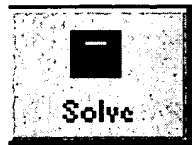


FIG. 212

21300

21302

Report Selection

Report Type:	Report Name:
Awarded Volume	Awarded Volume by Item - Detail
Awarded Volume	
Comparison Reports	
Cost Matrix Preview	
Optimal Product Routing	
Tab Reports	
	ew Capacity & Prices

FIG. 213

21400

Awarded Volume by Item - Detail
Awarded Volume by Item - Detail
Awarded Volume by Item - Freight
Awarded Volume by Item - Summary
Competing DC Freight Analysis by Item
Lane Assignment Matrix
Lane Weighted Average Delivered Cost

FIG. 214

21500

Assigned Volume Percentages (no conversion)
Assigned Volume Percentages (with conversion)
Invoice FOB Detail Comparison (no conversion)
Invoice FOB Detail Comparison (with conversion)
Invoice FOB Savings Comparison (no conversion)
Invoice FOB Savings Comparison (with conversion)

FIG. 215

21600

Report Type:	Report Name:
Comparison Reports	Assigned Volume Percentages (no conversion)

FIG. 216

21700

Report Name:
Assigned Volume Percentages (no conversion)
Assigned Volume Percentages (no conversion)
Assigned Volume Percentages (with conversion)
Invoice FOB Detail Comparison (no conversion)

FIG. 217

21800

Item: HASH BROWNS(ROUND)

Comparison Versions:

- Base version
- With LTL riding with CCF, forced TL
- LTL moving with CCF, no Cavendish

Include Cost Matrices: Yes ☒ No ☐

FIG. 218

21900



FIG. 219

22000

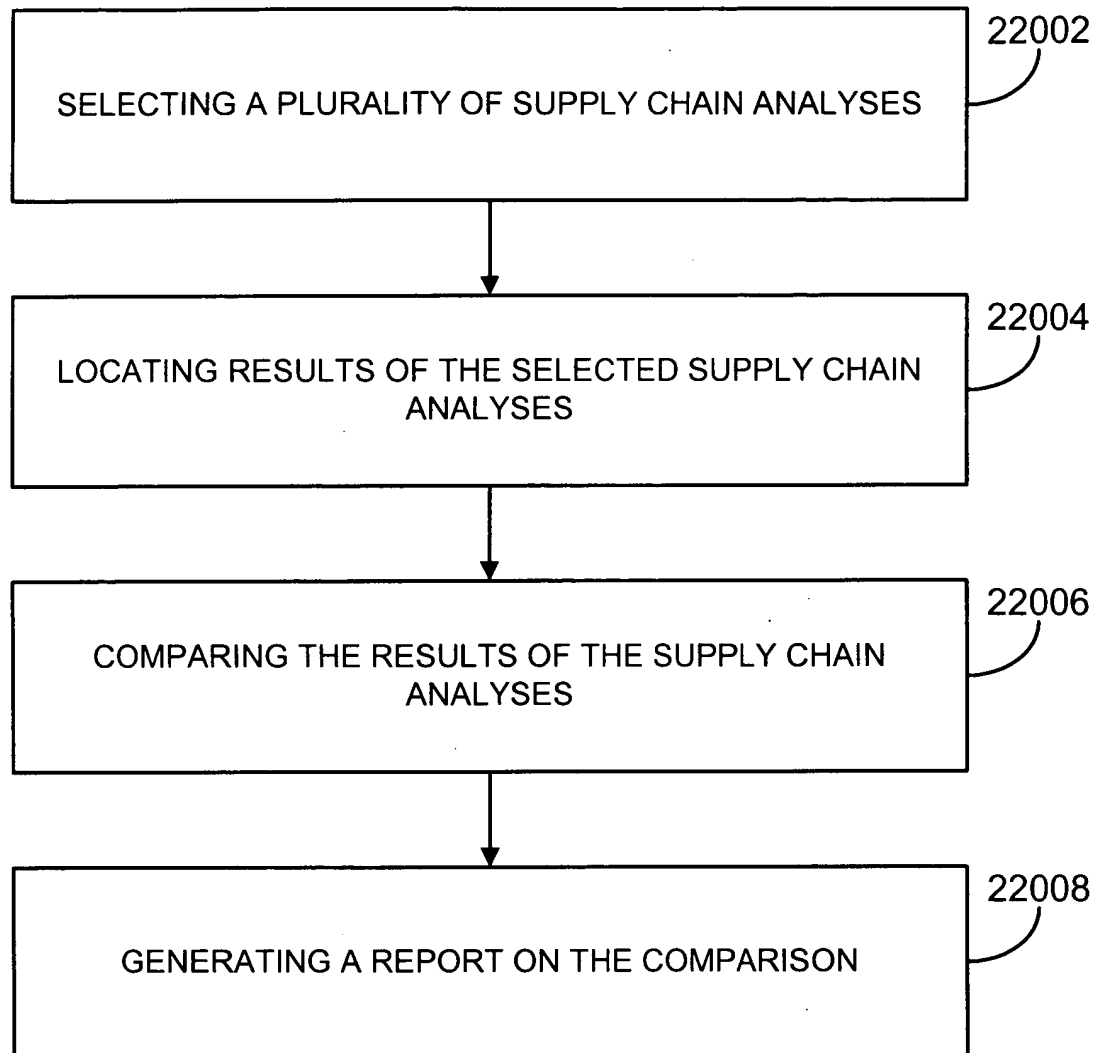


FIG. 220

22100



FIG. 221

22200

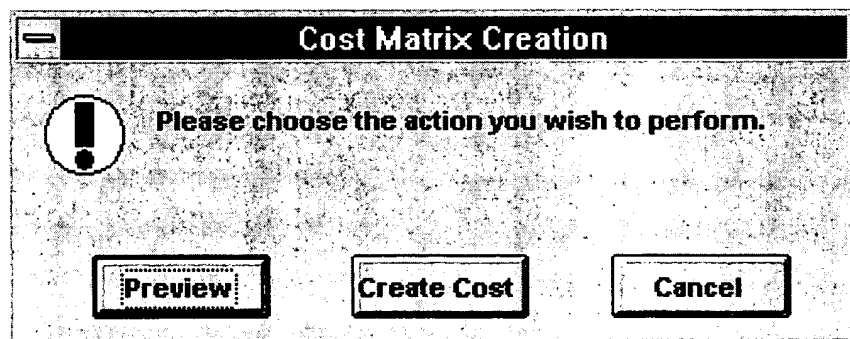


FIG. 222

Supply	Patronage	Sales/Inv	Utilities	Data	Options
Supplier ...					
Supplier Site ...					
Distributor					
DC ...					
Item					
Proposal					
Least Cost Analysis					
Formula Pricing					
Contract ...					
Cost					
Vendor Rating					
Contact Management					
Logistics & Distribution					
Bakery Coverage					

22300

FIG. 223

22400

Formula Pricing - BEEF - 77% - 04/06/98					
General Info	Pricing	Freight	Formulas	Block Cost	Adjustments
<p>Pricing ID: 12</p> <p>Description: Beef Pricing 04/06/01</p> <p>Item: BEEF - 77%</p> <p>Raw Material Pricing Date: 04/06/01 From: 03/23/01 To: 04/03/01</p> <p>Cost Matrix Begin Date: 03/15/01 End Date: 03/28/01</p> <p>FOB Adjustment Amount: 0.0000</p>					

FIG. 224

22500

Formula Pricing - BEEF - 77% - 04/06/98

General Info Pricing Freight Formulas Block Cost Adjustments												
Date	FRSH DOM 50% TRIM	FRSH DOM 65% TRIM	FRSH DOM 73% TRIM	FRSH DOM 75% TRIM	FRSH DOM 80% LEAN	FRSH DOM 85% LEAN	FRSH DOM 90% LEAN BL	FRSH DOM 90% LEAN	FRSH DOM 90% LEAN YW	FRZN DOM 90% LEAN BL	IMP AUS 90% LEAN	Lean Fine Tatt Beef
3/23/98	0.8800	0.9100	0.9052	0.9300	0.9318	0.9900	0.9900	0.9950	1.0000	0.9500	0.9500	0.7960
03/24/98	0.8800	0.9100	0.9149	0.9400	0.9224	0.9800	1.0000	1.0500	1.1000	0.9400	0.9600	0.8400
03/25/98	0.8800	0.9150	0.8857	0.9100	0.9224	0.9800	1.1000	1.1500	1.2000	0.9500	0.9300	0.9200
03/26/98	0.8850	0.9155	0.8945	0.9190	0.9275	0.9855	1.2000	1.2500	1.3000	0.9600	0.9500	1.0000
03/27/98	0.8900	0.9200	0.9344	0.9600	0.9275	0.9855	1.0000	1.0500	1.1000	0.9550	0.9800	0.8400
03/30/98	0.8800	0.9300	0.9441	0.9700	0.9318	0.9900	0.9995	0.9998	1.0000	0.9870	0.9650	0.7998
03/31/98	0.8860	0.9160	0.9539	0.9800	0.9412	1.0000	1.1000	1.1250	1.1500	0.9550	0.9870	0.9000
04/01/98	0.8700	0.9200	0.9393	0.9650	0.9224	0.9800	1.2000	1.2300	1.2600	0.9630	0.9630	0.9840
04/02/98	0.8500	0.9400	0.9490	0.9750	0.9318	0.9900	1.0000	1.0250	1.0500	0.9540	0.9870	0.8200
04/03/98	0.8515	0.9700	0.9539	0.9800	0.9412	1.0000	1.1000	1.0750	1.0500	0.9580	0.9870	0.8600
	0.8753	0.9247	0.9275	0.9529	0.9300	0.9881	1.0690	1.0950	1.1210	0.9572	0.9659	0.8760

FIG. 225

22600

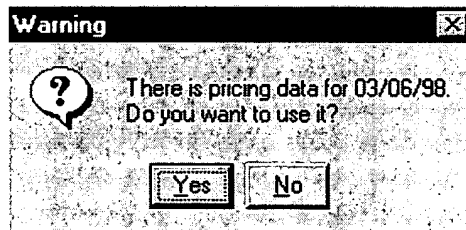


FIG. 226

22700

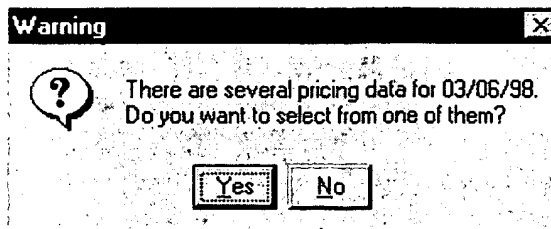


FIG. 227

22800

Pricing ID	Calc. Date	Description
10	03/08/98	Beef Pricing 3/8/98
11	03/23/98	Beef Pricing 3/23/98

OK Cancel

FIG. 228

22900

Formula Pricing - BEEF - 77% - 04/06/98

General Info Pricing Freight Formulas Block Cost Adjustments

Supplier FOB	Address
AMERICAN FOOD SERVICE	King of Prussia, PA 19406
DIVERSITY FOOD PROCESSING-VIRGINIA	Petersburg, VA 23805
GOOD SERVINGS PRODUCTS-NH	Manchester, NH 03108

Material Type	Freight Amt
Fresh Domestic 50% Trim	0.0450
Fresh Domestic 65% Trim	0.0000
Fresh Domestic 73% Trim	0.0000
Fresh Domestic 75% Trim	0.0000
Fresh Domestic 80% Lean	0.0000
Fresh Domestic 85% Lean	0.0000
Fresh Domestic 90% Lean	0.0400
Fresh Domestic 90% Lean-Blue	0.0000
Fresh Domestic 90% Lean-Yellow	0.0000
Frozen Domestic 90% Lean	0.0000
Imported Australia 90% Lean	0.0150

FIG. 229

23000

Formula Pricing - BEEF - 77% - 04/06/98

General Info		Pricing		Freight		Formulas		Block Cost		Adjustments								Total
Formula	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost
AFS-1	0.3120	0.2871																0.9840
DIV-1	0.1400	0.1295	0.2000	0.1949	0.1400	0.1368												0.9941
GS-1	0.3270	0.3042																0.9866
S&C-1	0.2414	0.2200					0.2179	0.2026	0.2179	0.2153	0.2179	0.2386						0.9721
SER-1	0.3250	0.2926																0.9684
TEX-1	0.3090	0.2766																0.9916
WHI-1	0.3250	0.2958																0.9765
WIS-1	0.3325	0.2977																1.0018

FIG. 230

23100

Formula Pricing - BEEF - 77% - 04/06/98

General Info		Pricing		Freight		Formulas		Block Cost		Adjustments							
Formula	Raw Material Cost	Yield	Block Cost	Margin	FOB Price	Include?											
AFS-1	0.9840	0.99	\$0.9990	0.1232	\$1.1222	<input checked="" type="checkbox"/>											
DIV-1	0.9941	0.98	\$1.0123	0.1669	\$1.1792	<input checked="" type="checkbox"/>											
GS-1	0.9866	0.98	\$1.0037	0.1287	\$1.1324	<input checked="" type="checkbox"/>											
S&C-1	0.9721	1.00	\$0.972	0.1457	\$1.1178	<input checked="" type="checkbox"/>											
SER-1	0.9684	0.99	\$0.9831	0.1325	\$1.1156	<input checked="" type="checkbox"/>											
TEX-1	0.9916	0.99	\$1.0067	0.1232	\$1.1299	<input checked="" type="checkbox"/>											
WHI-1	0.9765	0.98	\$0.9939	0.1275	\$1.1214	<input checked="" type="checkbox"/>											
WIS-1	1.0018	0.98	\$1.0202	0.1334	\$1.1536	<input checked="" type="checkbox"/>											

FIG. 231

23200

Formula Pricing - BEEF - 77% - 04/06/98						
General Info Pricing Freight Formulas Block Cost Adjustments						
Formula	Raw Cost	Yield	FOB Price	Margin	Adjustments	Adj. FOB Price
AFS-1	0.9840	0.9850	0.9990	0.1232	0.0000	1.1222
DIV-1	0.9941	0.9820	1.0123	0.1669	0.1500	1.3292
GS-1	0.9866	0.9830	1.0037	0.1287	0.0000	1.1324
S&C-1	0.9721	1.0000	0.9721	0.1457	0.0000	1.1178
SER-1	0.9684	0.9850	0.9831	0.1325	0.0000	1.1156
TEX-1	0.9916	0.9850	1.0067	0.1232	0.0000	1.1299
Amount Adjustment Desc						
0.1500 Upcharge						

FIG. 232

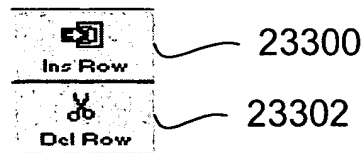


FIG. 233

23400

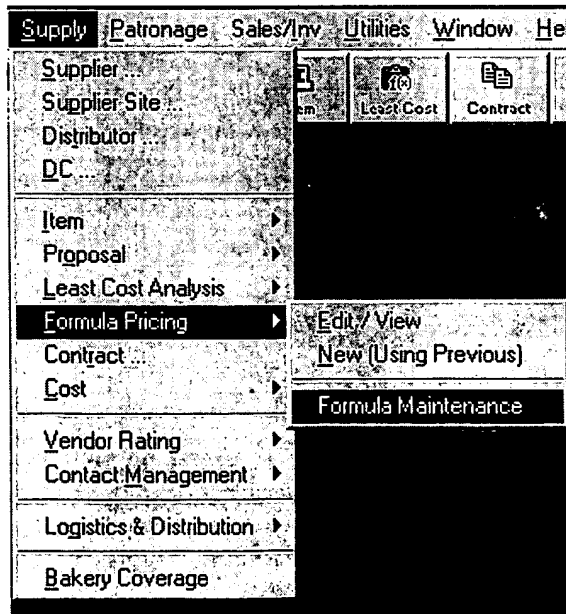


FIG. 234

23500

Formula Maintenance			
Formula ID	Facility	Description	Short Name
5	AMERICAN FOOD SERVICE	American Food Service Formula A	AFS-1
7	DIVERSITY FOOD PROCESSING - VIRGINIA	DIV Formula - 1b	DIV-1
8	GOOD SERVINGS PRODUCTS - NH	Good Servings Formula 1	GS-1
Number of Rows: 14			
Material Type		Begin Date	Percentage
Fresh Domestic 50% Trim		10/03/1997	31.2000%
Fresh Domestic 73% Trim		10/01/1996	20.0000%
Fresh Domestic 85% Lean		10/01/1997	5.0000%
Fresh Domestic 90% Lean		10/01/1997	18.8000%
Number of Rows: 6		100.0000%	

FIG. 235



23600

FIG. 236